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How to Make Money

How to Make Money

Eighty Novel and Practical Suggestions for Untrained Women's Work, based on Actual Experience

Edited by

KATHARINE NEWBOLD BIRDSALL

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1903

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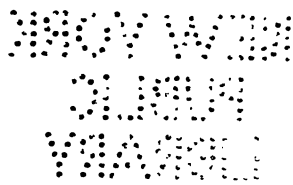

The articles and suggestions contained in this book appeared serially in the department on this subject in *Everybody's Magazine* conducted by Miss Katharine N. Birdsall

PREFACE

The idea of this book is to point out to the thousands of unskilled women, often with domestic cares, who are anxious to work but do not know how to turn their abilities to financial advantage, ways of increasing their incomes.

The suggestions have in nearly every case been proved practical by the test of actual experience. Many will, of course, not do for any given locality or conditions; but among them all it is believed that almost any woman will get some ideas which will prove of value. The "business woman" has innumerable avenues of employment open to her nowadays; if this little volume proves of assistance to her less fortunate sisters it will have achieved its aim.

SUCCESS: A FOREWORD.

A MAN once openly admired a woman for her "delicious uncertainty," but—she was not the woman he married! He married one who had her convictions and upheld them.

There are two prime requisites for prosperity: one, a standard for one's products; the other, the firm conviction of ultimate success.

Be the product of the hands, heart or brain, it must be at first the best, and always the best. Certainty is the only allowable quality; whatever we do must be the best of which we are capable; our work will grow stronger as our natures do, but every woman who toils has a "best" from which she should not deviate—not the standard of some other woman's work, but the very best that is in *herself*.

Chance should be a foreign word to the

woman who would succeed. If she is cooking, she should cook by exact rule, and the result must never vary from her "best," or her reputation will suffer. Nothing must be "almost up to the mark." It must "hit the mark." If she is teaching, let her set her standard and adhere to it. In her needlework there should be no "seconds." In *every* line of work uniformity must be observed; no stitches must be dropped.

Let us be businesslike with ourselves and with others; count our expenses with utmost care lest we reckon too much profit and cheat ourselves; take into consideration every item—postage, paper, string and ink. Keep an exact account of every cent received and every cent expended, and keep it in a book where it cannot "lose itself." One should be able to tell at any moment just how large the profits are. A little extra care in the beginning will pay in the end. Should you come in contact with business men, be businesslike, quick to get to your point, and ask but little of their time.

Be confident of your success and you cannot fail to inspire others with confidence.

Every woman has some talent, can do some one thing well. In many cases this talent lies dormant. Search for it! What many people call *luck* is only the "chance" which comes to every woman, but is seized only by those who watch for it carefully.

There are hundreds of ways for women to earn money. There is at least *one* way suited to you. If you need to be self-supporting, find the way; let there be no postponements. *Do it now!*

A word to those who work for pleasure: As it is not necessary for you to earn your *living*, why not, if you have the ability and the desire for work, find some needy woman who is too timid to make a start alone, and, with your talents, help her to a firm business footing? What beautiful work for one who has brains and brawn, who loves work for work's sake and needs not the monetary return!

President Eliot, of Harvard, once said:

"Be an expert in your line. The woman who knows how to sew on a button so it will not come off is an expert."

KATHARINE NEWBOLD BIRDSALL.

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How to Make Money

THE BACHELORS' FRIEND

"I'd like to know how you discovered I was coming," said the polite Bachelor.

"I heard you," said the hostess' Younger Sister, glancing laughingly at his feet.

"I never was quieter in my life," he declared as he reluctantly stopped shaking hands. "Oh—I suppose you mean my new footgear? They're quite—er—quite —versatile, aren't they?"

"They are," she answered, shivering. "Would you mind asking your sister to purchase your next ones—especially if you are coming to see us?"

"They're not my own choice," he admitted, putting out his foot and showing, above his tan ties, an expanse of bright-red stocking with large white dots. "The fact is, I suddenly discovered that everything else was in rags—utter and absolute —and this was the only pair I could get in the little hole of a village across the lake."

"In camp is the only place I could forgive you for wearing them," said the Younger Sister.

"It is *not my fault*," said the Bachelor, complainingly. "It is the fault of some woman——"

"Always the woman," murmured the Younger Sister.

The Bachelor took no notice of the remark, but continued: "It is the fault of some woman who is absolutely in need of work and yet is either too proud or too timid to go into a business that is really a charity also."

"What is that?" she asked.

"Bachelors' mending. I know it is not an entirely new suggestion, but it is a much needed one in our cities. I have never been able to find a woman of any ability who had a desire to do such work. There may be some, but they don't make themselves known to us. We have an old crone down at the club who does our washing, and throws the mending in for an additional consideration. But such mending! My socks are darned in bas-

relief. I would pay a good sum a week for having my clothes properly mended 'as mother used to mend them,' and there are at least twenty other fellows in the club who would also pay well."

"Perhaps your club is an exception," suggested the Younger Sister, thoughtfully.

"No, it is not. I know at least fifty other men in the same predicament, and I have heard them discuss the woes of many others. Now, some bright woman could make a good income—a number of them in the large cities—by mending bachelors' clothes once a week, or by having them mended."

"I thought women were not permitted to enter clubs and bachelor apartments," said the Younger Sister.

"That is true in some cases," said the Bachelor. "But it is not necessary for a woman herself to go. She could hire small boys to bring and deliver the clothes, and women to do the mending under her supervision if she did not want to do it herself. Why, it is a beautiful field for

work! I've been a bachelor for some time——"

"*Many* years," suggested the Younger Sister, dimpling.

"I'm not so old, either," he objected. "Well, never mind. I'm not so young as some people, I'll confess. I've lived at the club for years, and not once have I heard of a competent 'bachelors' friend.' Why some clever women don't do it, or if there are such 'friends' why they don't make themselves known, is more than I can see. Such a woman ought to have her business card in every bachelor apartment and club in the city. She ought to get on the right side of the steward or janitor, and send notices direct to lists of club members. There is room for many such a venture, and although there would undoubtedly be a deal of work about the first lot of mending taken in, as soon as clothes were once in order the work would be comparatively easy—and the benefit great to the bachelors and their 'friend.' Men would be willing to subscribe in advance,

I am sure, to get such an enterprise started."

"That is not a bad suggestion," commented the Younger Sister, "and if it will prevent such things as those"—glancing at his feet—"I shall start several when I get back to town. I know of some women who are anxious to earn their way. There is only one great objection," she added, as she stopped on her way down the log steps.

"What?" he called after her.

"It might prevent—er—it might make the bachelors too comfortable and homey in bachelor quarters," she called over her shoulder. K. N. B.

AN IDEA CARRIED OUT

AN interesting result of the publication of the suggestion in the preceding pages was the establishment in New York City of a Home Mending Bureau.

Acting upon the advice of the author of the article, a Mrs. Graham began in a very modest way, doing the work herself at first, and steadily held her ground.

HOME MENDING FOR BACHELORS

was the first announcement; and through friends the interest of a number of men was gained—men who, living in bachelor apartments or boarding-houses, had no "women folk" to take necessary stitches for them. These men were good enough to distribute the news; but, unfortunately, the bachelor is a wary, retiring individual when it comes to personal matters, and it is rarely the case that he will take the initiative. That

the plan progressed was probably due to a suggestion that "home laundry work" would appeal to the bachelor in connection with the mending. A Southern coloured woman who as family laundress had proved invaluable for years was engaged for service; neat laundry bags of denim were made, and a half-dozen bachelors promised their work at the start, the bags being called for on Mondays, and the laundered, mended clothes returned on Fridays.

The following prices were decided upon:

Home Laundering.		Home Mending.
10c. to 15c	Shirts	10c. up.
2c.	Collars	
2c.	Cuffs	
3c. up	Neckties	
2c.	Handkerchiefs	
4c.	Handkerchiefs, silk	
4c. per pair	Socks	5c. up.
7c.	Undershirts	7c. "
7c.	Drawers	8c. "
20c.	Pajamas	10c. "
10c.	Nightshirts	10c. "
25c. up	Vests	15c. "
3c. to 5c.	Towels	5c. "
10c.	Sheets	5c. "
5c. up	Pillow-cases	5c. "

Home Laundering.		Home Mending.
15c. up	Tablecloths	5c. up.
3c. to 5c.	Napkins	5c. "
2c.	Doilies	5c. "

Buttons replaced ..... 2c. up.
Silk Neckties pressed, cleaned and repaired.. 15c. "
Gloves cleaned and repaired..... 15c. "
Tablecloths hemmed by hand..... 50c.
Napkins hemmed by hand... $1.25 to $1.75 per doz.
Sheets hemmed by machine..... 35c. per pair
Sheets hemmed by hand.... 75c. to $1.00 " "
Trousers pressed ..... 25c.
Rents and tears in cloth garments neatly repaired ..... 15c. up.
New clothing and house linen marked with initial or full name ..... 3c. "

In answer to the question, "Are not women bachelors in need of help?" a women's department was established. The increase of work made it necessary that help should be employed, and a competent West Indian seamstress in need of work was found, a hall room engaged by the week, and the following announcement made:

Skirts rebound and pressed, $1.25 to $1.75.
Waists freshened and pressed, 50 cents up.
Waists turned and cleaned.
New collars put on waists; sleeves remodeled.

Coloured petticoats made of silk, moreen, seersucker and similar goods.

Shirt-waists to measure.

Trained-nurse dresses.

Aprons of all descriptions, including artists' and fancy aprons.

Maids' wash dresses to measure.

Underwear kept in repair; stockings of all kinds neatly mended.

Rents and tears in cloth garments neatly repaired.

Gloves cleaned and mended.

Neckwear pressed and renovated.

Fine handkerchiefs and lace mended.

Table and house linens made and kept in repair.

The first patron of the women's department was a school teacher who wanted some "making over" done. She promised patronage from her coworkers if the sewing proved successful; and teachers have little time to make their own clothes.

A literary and philanthropic woman, hearing of the plan, exclaimed: "What a splendid idea! I have been buying new underclothes steadily for three months, awaiting time to mend the large pile collected; and only this morning my husband consigned the laundryman to an uncomfortable place when he discovered that the

collar bands were torn from his shirts returned from the laundry. I suppose I should attend to the mending weekly, but my time is fully occupied, and I detest handling a needle. The new business may count on both my husband and me as steady customers."

The first work that came to Mrs. Graham was the making of table and bed linen. It was her hope to develop the enterprise to such an extent that she would be able to employ a number of gentlewomen to sew, and to manage the different branches as they enlarged. Unfortunately, when gratifying success was in sight, the "bachelors' comforter" was suddenly taken ill and had to give up her business. There is room for almost unlimited extension in a scheme of this sort, and a place for a similar enterprise in every good-sized town.

"BOOTS AND SHOES"

A WESTERN WOMAN'S SUCCESS IN A WOMAN'S SHOE-BLACKING VENTURE

"It has always seemed strange to me that the woman who calls herself well dressed, or wishes to be so called, should pay so little attention to the most important of details—her feet," said the Young Married Woman, "and it was that thought which led to my embarking several years ago in a new and successful business venture."

"Tell us about it," the Questioner suggested.

"It was before I was married," continued the Young Married Woman, "when I lived at home in Chicago. I was prevented from continuing my musical education by lack of funds, and I decided that I must earn money in some way to go on with my studying. It occurred to me that perhaps the reason why women

neglected the appearance of their feet, although they were neatly gowned, gloved and bonneted, was because it was too much trouble to have their shoes polished at home, and there was no convenient and suitable place where they could procure a 'shine,' unless in some public corridor where privacy was not. So I decided to start an establishment for cleaning women's shoes."

"Had you any business experience?" asked the Questioner.

The Young Married Woman laughed softly. "I was just out of school," she replied. "I was impressed with the attention men have for years given to having their shoes cleaned and polished, and decided that women needed only a way open to follow example. Capital was the first thing to be considered, and I found no trouble in borrowing the funds needed to start. I borrowed $300, which allowed plenty for emergencies.

"After capital was assured, I sought a good location in the heart of the shopping district, and had almost despaired of find-

ing space on the ground floor, when I chanced to see a shoe store devoted exclusively to women's shoes. The proprietor accepted my offer to rent space at the back of his store. The fixtures were purchased with the help of a man, who gave me much good advice, and consisted of a marble platform, four heavy oak chairs, brass foot-forms, a cashier's desk, and screens to separate my establishment from the shoe store. An oak platform would have been just as effective, I found later, and much cheaper.

"Perhaps you will be interested in the expenses of my fixtures," added the Young Married Woman. "My first expense was about as follows. The figures represent the wholesale prices, which I was fortunate enough to get, and I was also allowed to pay half on delivery and the balance later:

Platform	$60.00
Chairs	20.00
Foot-forms	10.00
Desk	13.00
High desk-chair	5.00
Screen	5.00
Table	6.00

"My blacking and polishing material cost me about $8 a month. It was supplied at $6 a gross, all kinds of cleaning and polishing stuff assorted, and I bought it a gross at a time. In winter I paid about $1.50 for electric light, and in summer the same amount for electric fans. Of course, I added to my fixtures as they were needed, and at the end valued them at $250.

"At first I hired three boys, professional bootblacks, increased to five and three extras when the business grew and more chairs were needed. I found them a good class of boys, easily managed with fair treatment. Contrary to my expectations, they were Irish—not Italians. I had one head boy, a man in age but not in size, whose pay was $9 a week. He had charge of the other boys, and hired and paid them. I found that cheap labour was poor economy, as investigation showed that shoe-cleaning is a science and must be done well to bring good returns. The regular boys received $7.

"At first I stayed all day at my post, talking with patrons and civilly answering

the same questions hour after hour, but later hired a reliable girl to attend to their comfort and act as cashier. The polish was bought from a man who ran a successful establishment and made his own blacking.

"The cheapest polishes were 10 cents, and the others depended upon the work —whether tan shoes were to be dyed black, etc.—sometimes going as high as 75 cents. Whisks were always handy, of course, to brush the dust or mud from skirts, which was a worse task than the cleaning of the shoes. There was also considerable trade in calling for shoes and delivering them polished."

"Did you advertise?" the Questioner queried.

"Yes; and I was 'written up' by all the newspapers. The advertising proved quite an item of my expenses, as I used the theatre programmes and weekly society papers to quite an extent, keeping an attractive little 'card' in for some time. Of course a deal of trade came to me from the shoe store. The benefit was mutual,

however, as was evident when the proprietor voluntarily reduced my rent because I brought him so many customers."

"How was your venture received?" asked the Questioner.

"With enthusiasm," replied the Young Married Woman. "The Chicago women were delighted to find a quiet place from which men were barred, and were quick to appreciate its benefits. Women are always ready to applaud a sister in her struggles for success, and my business was well 'advertised by loving friends,' for each woman who came passed the word along to a number of others, customers soon multiplied, and dimes came pouring in.

"I sold the business at the end of the year for personal reasons, having supported and clothed myself during that period, paid my debts, and put $500 in the bank."

The Questioner looked surprised.

"The figures can be proved by my accounts, which I have preserved," laughed the Young Married Woman. Then soberly: "There is a crying need for a

women's shoe-blacking establishment in every city and town of any size in this country.

"Chicago women certainly have more pluck and enterprise than their Eastern sisters."

"Perhaps," assented the Questioner; "but I venture to say that the boot-blacking idea will appeal to every one, east or west."

K. N. B.

THE MAKING OF A LITTLE HOUSEWIFE

PERHAPS the average housemother and mother of children will find it hard to realize that there is a crying need for instruction in the everyday affairs of household life, but this is a fact, and a deplorable one.

Many a daughter of the house, busy with her school duties and friends and play, grows into womanhood and is married to the unsuspecting man without knowing how to select at market the best roast of beef or the best chicken, or the prices that should be paid for them; the permissible combinations of the vegetables and meats and vegetables; the convenient arrangement of the kitchen and choice of utensils; the comparison of different qualities of table linen; and the various intricacies of economy.

It is as necessary for the well-to-do to

understand economizing as it is for those in very moderate circumstances; while the poor always expect some day to be in better circumstances, the wealthy often overlook the fact that in the future it is possible to be needy. Thrift in housekeeping is also a charity, for if one insists upon the proper economy in one's household, the servants of the house benefit by the restrictions if they start to keep house for themselves.

A good housekeeper, preferably one with an enviable reputation for economics, can establish a course of lessons in housekeeping which will be profitable from every point of view. Only general suggestions can be made regarding an enterprise of this kind, as a housekeeper who wishes to thus add to her income must be guided by the community, her own home arrangements as to time, and various other personal matters to be taken into consideration in starting her classes.

A marketing class can be held as many times a week as desired; two lessons a week being usually convenient for the pupil, and

perhaps only one, on Saturday, if the pupil is in school. If a Saturday class is formed, one must be careful not to interfere with the butcher and grocer on his most busy day. It is not advisable to conduct a *large* marketing class—three girls at once will be sufficient; and one must be on the best of terms with the tradesmen to do this advantageously. If a class of three is organized to meet twice a week, say Monday and Thursday, classes can be arranged for the other days, to meet Tuesday and Friday, and Wednesday and Saturday, the teacher being careful to vary her ménu to enable each to have *all* the instruction in different meats, fish, poultry, vegetables, fruits and dry groceries. The rates chargeable for such instruction must vary according to the location and also the means of the pupils. Each housekeeper will be her own best judge on this point. As the pupils advance they should arrange to do their own house marketing as practice, under the teacher's direction.

To teach the proper and most con-

venient arrangement of kitchen, etc., it will, of course, be necessary to take the pupils into one's own kitchen, and to arrange the course of lessons to suit. A housekeeper who is able to teach will be better fitted to schedule her own classes than can be done for her in this article.

Shopping classes can cover a multitude of wares, those referred to above keeping in touch with housekeeping and dealing with the selection of table linens, toweling, etc.; also various small house linens, kitchen and household utensils. House-furnishing is not directly in the housekeeper's everyday realm, although a knowledge of this will grow with the other work, and this branch can also be developed on the same lines.

K. N. B.

STORY-TELLING AS A PROFESSION

I AM often asked if I got my idea from *Polly Oliver*. No, I did not. Like her, I had a *Problem*, and like her I solved it by story-telling; but it was because story-telling was the one thing I could do a little differently from other people, and not because I had heard at that time of *Polly*.

I had told stories to little children ever since I was a little child myself. It was simply a game in which I always happened to be "It," and until a few years ago I did not reckon the faculty as peculiar, or see any possibility of service in it. The discovery that I could give pleasure to older people, and to a number of people at once, young or old, came suddenly and without my seeking it. I was in charge of a girls' club. The girls were very tired in the evening, and I could not interest them in study as I had hoped to do; but as we chatted over our work I sometimes told

them of books I was reading or sketched the plot of a story. When I saw that they enjoyed this I began to take pains. I read more carefully, and I made sure of the order of events in a story; I tried to get a clear conception of the characters in order to impart a vivid picture to the girls; and, what they appreciated most of all, I memorized characteristic phrases.

If I had been working consciously I could not have had better preparation for what was to become my chief occupation a few years later; but for months I did not see that what I called my "book reviewing" was leading to anything, or was in the least connected with my childish habit of story-telling. One night I had been talking to the girls about Miss Wilkins, and I began to sketch for them the tale of the poor little maid who eloped with the tin pedler. The story always touches me, and as I told it that night I felt an unusual, impersonal sensation; I was listening to my own story—an attitude of mind that has continued with me in all my subsequent story-telling. I saw the

girls put down their work, and I knew that they were looking at me in a way that made me uncomfortably self-conscious; but at the same time something in me, entirely independent of the self-consciousness, went on and on seeing pictures—the country kitchen, the forlorn child, the wagon jingling with tins—on and on, telling the pictures in simpler words than usual, but with none of my usual clutching after words.

All the time I was listening breathlessly, afraid that the story-teller would stop.

When my voice ceased one of the girls said: "Did you learn all that by heart?"

I had not learned it by heart. Far from it. But I knew what I had done. Up to that time I had only told about stories. This time I had told a story. I understood the difference in a flash, and saw the possibilities ahead of me; and from that time to this I have told stories. In a natural, unhesitating way I narrate the pictures in my mind. If the pictures are in clear colours, people listen; if they move as the biograph moves, people continue

to listen. It is no new thing that I do. From the remotest times there have been story-tellers, and in the far past their art was a great power in the world, stirring the simple minds that knew no books.

Wherever such conditions still prevail, as among children and people of limited opportunities, there is a use for story-telling. I saw these opportunities at once, but others that developed later were a surprise to me. Wherever people are interested in children, whether as parents or educators, they are interested in child-like things, and there, too, story-telling is acceptable.

I seldom tell any but children's stories, no matter what my audience may be. When grown-up people are absorbed in story-telling, it is usually because they are reverting to the child that lingers in them, and the child prefers the simple story; then, too, parents enjoy stories that they can repeat to their children. It often seems very droll to me to look down upon several hundred grown people and watch their absorption in the adventures of

"The Alligator and the Jackal," or in "The Strange Tale of How the Ocean Became Salt." Sometimes very touching things happen, as when a gray-haired woman tells me afterward, "I have not heard that story before since I was a little girl." Occasionally the reputation I get from these nonsense stories requires all my sense of humour to enable me to endure it, as when I hear that another story-teller has said of me, "I always think of her in connection with the 'Little Half Chick,' and I suppose she remembers me by the 'Nanny Goat.'" The "Nanny Goat" and the "Half Chick"! Truly that is fame I never dreamed of in my most ambitious college days.

But, after all, I love my art. It is "mine own," and has been both a great pleasure and a source of considerable income to me. I had grown up with the notion that I was, in Yankee phrase, "unfaculized." I had no accomplishments and very little confidence in myself. From the night I discovered that I was a story-teller I have had no time to consider

whether I was accomplished or not. I have told stories constantly, at first gladly giving my services, and later, when my *Problem* appeared, seeking also opportunities that were remunerative. As I look back four years and see how quickly I began to have returns from my very modest efforts to secure work it amazes me. They have come from educators and women's clubs for the most part, and one engagement has almost invariably brought another. And in addition to the story-telling and the talks upon story-telling, there have often been "odd jobs," suggested by the story-telling to various people, that it would be tedious to enumerate.

One of the "odd jobs" has been giving lessons in story-telling. That brings me to the question over and over asked of me, "Is it possible to learn to tell stories?" My answer is, "It is possible to improve whatever measure of gift you have." To a girl who has always told stories and who understands sympathetically the personal experience I have just related I would say

"Try it. You are sure to give pleasure and to get pleasure. How profitable you may make it in dollars and cents depends on the measure of your gift and your own enterprise."

Talks on story-telling and story-telling entertainments receive from clubs and educational associations their usual rates for lectures, which vary from $5 to $15. The exception is $5, and $15 is the amount that clubs are willing to pay for entertainments of a more popular nature than their ordinary meetings, such as the annual children's day. Lessons in story-telling to individual pupils and practical talks to normal schools and kindergarten training classes are paid for at the usual rate for tutoring and special instruction, in the latter case depending upon the size of classes and the length of the course. It hardly needs to be said that this development of story-telling could come only after much practical experience, involving careful study and observation.

It was told me recently that one of the best known educators of the country had

made the statement that a woman who could tell a story well could make her fortune. I have not proved that by experience, but though, as I suggested above, my efforts to push my trade have been very modest, hardly deserving the name of efforts, the returns from them have surprised me. I have no doubt that another woman who has the gift, and who cares to give her undivided attention to make a profession of story-telling, can earn a very comfortable living from the various lines of work—lecturing, teaching, and entertaining—that it naturally leads to.

ELIZABETH Y. RUTAN.

A NOVEL OCCUPATION FOR WOMEN

A "PRIVATE LIBRARIAN"

LOOKING for work is a most radical cure for self-conceit. If taken in too large doses it sometimes produces other effects not so desirable, the most serious of which is a morbid self-depreciation.

Since it was necessary for me to live in New York City, and to earn every cent that two people would need in order to live there, I came straight from college, with no capital except enthusiasm, and with no trade or specialty. I was determined not to teach. Naturally I had my fill of work-hunting, and when I finally succeeded in obtaining a position, I made a threat—"If I am ever out of work again I will *not* look for another position. I will go into journalism."

Now the high profession of journalism must have a guardian angel who attempts

at least to keep the reckless and unqualified from the spreading of news; for when I was ready to carry out my threat and had written two "specials," which proved "good news" to the city editor, a piece of work actually looked me up.

It came through the telephone from a friend who knew how I was situated.

"Will you——" Buzz, snap, whizz; something was the matter with the wire.

"Yes!" I shouted back, and started at once for her office, without the remotest idea of what I was to do.

At the publishing house where my friend was I learned that a house decorator had telephoned down for a man to go to a house which was being newly decorated and furnished, to unpack and arrange in the new bookcases 3,000 books according to catalogue. No man was at liberty, so I had been sent for. I went at once to the decorator's. He was out, but I might talk to him by telephone. I did.

"I am afraid you can't do the work," he said. "I want a man: some of the books are very heavy."

"I'd like to try it," I said; "I'm pretty strong."

"How much do you want?"

"Fifty cents an hour."

"When can you begin?"

"This minute!" I fairly shouted back.

After a few instructions I went to my new occupation. The library was full of packing-boxes. The house was full of workmen. I got a hammer and went to work taking off the box covers. If there chanced to be a workman near he did it for me, but many a one I did myself.

I unpacked the books and worked out a subject scheme for the arrangement of them. In eleven days they were all arranged, but I had worked almost breathlessly. The work was hard, but I love books and I enjoyed it, especially as it netted me $45, and, best of all, meant more work. One thing led to another. The work varied greatly; sometimes it tested all my intellectual powers; sometimes it tested all my muscles.

For three months I earned $150 per

month, but it meant work from early morning till late night.

I packed books and unpacked books, arranged and catalogued books, substituted in a library, and bought books for the owners of libraries. The most interesting experience that I had was a search for a book. The owner of one of the private libraries which I arranged had read a book when he was a little boy. All he remembered about it was the names of two of its heroes. I found it for him—a second-hand copy; the book had been out of print for years!

The work opened up wonderfully. At college I had as a pastime looked into library methods and systems, or I could not so readily have done many things I was asked to do. I was, however, offered a position which I had long been desiring, and so left my book work and went again into a regular position. There must be many a piece of similar work waiting for some woman's hand.

ELIZABETH JAMISON.

SHOPPING CLASSES

THIS suggestion refers to teaching girls the selection of clothing materials, from hooks and eyes to sealskin coats, and the getting of the best materials for the money spent. With valuable advice from "one who knows" and lucid explanations of reasons, many young girls will cease to spend their money in foolish finery and learn that "overdressed" does not mean "well dressed," and vice versa. A great many young girls are given a certain stipend monthly out of which to clothe themselves completely, or to buy the little accessories of dress. But in their inexperience they purchase things absolutely unsuited to their needs because mother is too busy with house cares or society to help her daughter spend—or is an invalid, or perhaps there is no mother at all. For a woman who combines a fondness for girls with good shopping ability

this suggestion opens up a large field for profit, provided she lives in or near a town.

The teacher of a shopping class might be called a "shopping chaperone," and must be in readiness to take her charges at any time and superintend their purchases. If one organizes a jolly class in which the girls are good friends, the whole class can be called to attend the purchase of a frock for one of them, and so on. This idea is apt to lead to many calls for shopping from different quarters and the establishment of a profitable business.

K. N. B.

THE POLISHER

"YES, we came home the fifteenth of October," said the Young Housewife, as she ushered the caller into the attractive little parlour of her apartment, "and since then I have had eleven servants—the last one left yesterday—which is why I answer my own door bell." And she laughed merrily at her own expense. "To-morrow I am going to take back my faithful old Norah of years gone by—she has one great fault, but I shall have to meet that somehow."

"What is it?" asked the caller sympathetically.

"She seems to find it utterly impossible to polish the silver and brasses, and I have to do them myself to save them from ruin. You know my wedding presents were very handsome—in quality and quantity. I hate to think of having them scratched, but it is foolish not to use them. There

should be a reliable silver-polishing company as well as a window-washing one, for people with or without servants."

"That is an idea worthy of consideration," said the caller. "I know a little woman, a widow with a child who is just beginning school, and she is anxiously searching for some employment, while the child is busy, to eke out her very small income. She is a very good, careful housekeeper, and I believe could carry out that suggestion."

"She could certainly find many who would be glad to avail themselves of her services," agreed the Young Housewife. "I should, for one, like to employ her regularly—I'd rather make six beds than polish six spoons, I believe. She might clean brasses, too; when one does it with old gloves on the hands are saved from that horrid look and feeling the polishes give. If your friend is willing I would gladly pay her 75 cents an hour—she might have two hours' work a week here. If she could get other customers at that price, or even less, I should think it would

pay her to try it. Most of it is 'sitting down' work, too."

"I am convinced it is exactly what Mrs. Bereft can do and will be glad to do," said the caller later, as she rang for the elevator. "You may look for a call from her this very afternoon, for I shall make suggestions to her now on my way home."

K. N. B.

HOW TO MAKE THE PASSE-PARTOUT THAT WILL SELL

As a rule, it is only country women who think of saving broken window-glass and of cutting the pieces to fit some smaller window when necessary. Probably this is because a glazier in the country is a novelty, and the women have learned that if a window is to be paned the quickest way is to do it oneself. It is not a hard thing to do, to putty a pane of glass in its frame; the cutting of the pane to fit probably troubles the householder most. However, with a good glass-cutter, a ruler, and a T-square, there is no reason why any woman should not become her own glazier by simply following the directions that accompany the glass-cutter. I have had excellent results with what is called the "patent carbonized disk" (black diamond) cutter, which may be bought for

about 40 cents. If one has a very steady hand and straight eye, glass may be cut without the aid of a ruler or square, but it is safer to have some straight, smooth surface to guide the cutter.

When one has mastered the art of glass cutting, the framing of pictures in passe-partout is comparatively simple. An artistic eye, steady hand and neat fingers complete the natural ability needed to successfully carry on the work. Many pictures may be well framed without mats, which will save the trouble of cutting the mat board.

The necessary tools for passe-partout work are a good glass-cutter, ruler, T-square, bottle of good liquid glue, a sharp-pointed steel eraser, and a pair of scissors.

Every picture framed should have a cardboard backing, unless the picture is mounted on such heavy card that the addition of backing would make it too bulky. As it is necessary to glue the tapes that hold the brass hanging rings to the back of the picture, if one cannot get the

patent fasteners, backing should never be omitted. The picture should be glued to the backboard only at two corners, if unmounted, so there will be no danger of "gathering."

To mark the mat for cutting will require some mathematical precision in order that it may be cut exactly in the right place. Be careful not to make pencil marks where they will be seen.

The mat must be well beveled in cutting, as it is hard to repair a poor cut. The piece to be cut out being marked, place the mat on a smooth board or thick cardboard, hold the sharp-pointed eraser firmly in a perpendicular position, then slant the handle at an angle of about twenty-five degrees and press hard on the knife as you draw it quickly down the pencil line. Do not try to use a ruler to guide your mat-cutting as it is almost sure to slip—a straight, free-hand motion is easy to cultivate.

The glass, mat and backboard should be exactly of a size in order to frame well. Place them carefully together before

attempting to put the binding on, tying them together if necessary. The binding must always be glued to the glass side first, the other edge pulled smoothly over the edges of the glass, mat and back, and neatly glued to the back. Corners of the binding may be either ended off square or cut slantwise.

As to binding, there are many materials that can be used to advantage, as the framer will discover for herself. The regular "passe-partout paper," which comes in little rolls already cut and its back gummed, is the most convenient. Book-cloth used for binding is extremely effective. A word about cutting it; do not try to cut it with scissors. With the aid of a ruler, mark a straight line on the back where it should be cut, and then with your sharp eraser cut the strips free-hand, or with the aid of a ruler if you find that method easier. There are also other materials which from time to time prove available—silks, wood-paper, etc. After the binding is dry, paste a smooth piece of brown paper over the back of the whole,

the finish of any wooden-framed picture. Your work may be so neat that this last touch will not be needed. In most cases, however, it is needed to cover the attachment of the brass hanging-rings.

Mat board and backing may be purchased of any picture dealer, or in quantities from wholesale dealers in the cities. Glass may be purchased in large sheets from a glazier and cut to size needed, even the small two-by-four-inch pieces often proving available for either tiny passe-partout or envelope frames. Passe-partout binding is sold by all stationers; pieces of book-cloth by binders; and various other materials will suggest themselves to any one who becomes interested in the work. Brass rings may be purchased at fancy, toy or stationery stores, and narrow tape used to glue them fast (if patent picture rings are not procurable).

Last—and most important—your customers. For a woman without capital the order system is the best. If you have not a Woman's Exchange to help you, get some store to display sample frames and

distribute your cards; or better still, distribute your cards by mail if you can, to a few people who may be interested in your work. Orders will come, and if your work is *good* you will be "advertised by your loving friends." Prices will, of course, have to be regulated by cost of materials.

K. N. B.

A LUNCHEON PLAN

"If it were not for 'high lunch' with you Saturdays, I think I should go insane," remarked the Girl with the Short Skirt as she stirred her chocolate and looked across the small table at her companion.

"Mercy!" the Girl with Glasses exclaimed. "To think that I do one noble act a week! What is the matter?"

"It's the lunch question," explained the other. "I have been brought up, unfortunately, to regard luncheon as a necessity. I have also been brought up to like dainty food, and dainty food and my pocketbook don't go hand in hand. Since I commenced business I simply hate these cheap lunch places where food is jabbed out to you on leaden dishes and the dishes not half clean at that; and I can't afford to go to places where I can be comfortable. The lunch question is the only cause of regret I have in becoming a business

woman. I *must* limit myself to twenty-five cents a day, you see."

"You're too far from home to go there at noon, aren't you?" asked the Girl with Glasses. "Of course you are. And probably it is as much bother for you to prepare your luncheon at home and carry it with you as it is for me—most of the teachers in our school do that, you know."

"Do they? I've tried it, but it doesn't work satisfactorily at all. I'm always in a hurry in the morning; it is a nuisance for mother to prepare it, and I simply can't make the time. Then, too, it is a bother to carry down—I hate bundles and boxes, and I am forever forgetting to bring the napkins back. I had *seven* in my desk at one time, I remember. So I gave that up, and I've been lunching by chance ever since. I never know just where I shall go until I get there, and then I am apt to spend twice what I intended." As she spoke she laughed, and then went on: "The next day, of course, I feel I must economize, and so I get a glass of milk at the dairy, and a couple of graham buns,

for five cents! Then next day I buy a bottle of milk tablets, and after forcing myself to eat fifteen or twenty of the nasty things, try to persuade myself that I've had lunch. Oh, it's great living! Did you ever try it?"

"Once," laughed the Girl with Glasses. "I always take my lunch to school—it's a nuisance, but the only thing there is to do."

"After my economy," continued the other, "I am apt the next day to go to some swell place and have a comfortable lunch. That's the way I economize. I wish some one would revolutionize things."

"You, you mean," suggested her friend.

The bright-eyed little lady in brown, sitting at the next table, looked over and laughed. Her mirth was so contagious that the two girls laughed with her, though she was a stranger.

"I beg your pardon," she said, "I really couldn't help hearing you, and your need is apparently so great that I wonder if a thought that just popped into my head wouldn't be of use."

"You will truly do a great missionary work if you *can* help," said the Girl with the Short Skirt. "I eat my lunch alone, except occasionally when my friends take pity on me, and I wish some one would make life easier in the way of lunches."

"Some bright woman could lessen your woes," said the little woman, "if she started a luncheon service. She could serve very attractive lunches every day for a small sum, and she ought to be able to find many customers."

"Won't you come over to our table so we can talk better?" asked the Girl with the Glasses genially, and as the little brown woman had only ordered, she sensibly moved over.

Then she took an account book and pencil from her bag and made, with the assistance of the two girls, a schedule as follows:

15c. lunches served to thirty people, six days,		$27.00
Cost of food	$12.00	
Cost of wrapping, delivering, etc.	6.00	18.00
Profit		$9.00

"There! If any good housekeeper who has a kitchen of her own, and is a good cook in the bargain, would undertake to do it, she could surely make a good living from it. They wouldn't cost nearly twelve dollars, either."

The Girl with the Glasses agreed. "Yes," she said thoughtfully, "she could serve sandwiches of all descriptions, say two good-sized ones to a fifteen cent lunch, a piece of cake, and some fruit, and enlarge upon that at will as to quantity and price. Everything should be home-made and of the very best."

"And attractively put up," said the little brown woman. "Wrapped in oil paper and put in a box."

"With a Chinese paper napkin," suggested the Girl with the Short Skirt, "and a half-day boy to deliver them. I'd give my order at once if I only had the chance."

"Perhaps there is some one already serving such lunches," suggested the little brown woman.

"Why, oh, *why* doesn't she make herself known, then?" asked the Girl with the

Glasses. "Think of the number of people in this city who eat luncheons. And in other cities, too. Why, there is a large field for such a work, and it requires no capital to speak of, for one could easily make sure of enough customers among teachers and business people to start, I should think, and the buying of the food will not be felt much, as a housekeeper will have a great many available materials on hand."

Here lies work for somebody.

K. N. B.

HOME CARE OF PETS

An occupation for a young girl, or for a woman of any age, can be found in the care of pets. Many people, for instance, are fond of birds; but even their fondness does not prevent the care of them becoming tiresome and annoying, and often they are children's pets, and do not get proper care before school-time. A canary must be kept clean and well cared for to preserve his beautiful song. Why not be a visiting pet-caretaker? If you possess a fondness for birds and animals, your work will be in a great degree a pleasure. A few minutes' attention to the canary's cage each morning, and the giving of the bath, will require but little time and no capital. Sometimes the bird may be perverse and refuse to bathe on order; in that case he will need training, for a bath in his water cup at an inopportune time may result in spoiling some dainty fabric near.

Pet house dogs require weekly baths and combings—sometimes daily—and, what is perhaps a most unattractive suggestion, pet kittens and puppies are apt to suffer from fleas. By frequent attention it is possible to relieve them and keep them practically free from the pests and the consequent suffering. Ridding them of this bane of their existence is not only a charity to the animals themselves, but, where the children of the family fondle and caress the pets, holding them close to their own dear little faces and necks, is a condition greatly to be desired.

This condition may be accomplished with the aid of a white bag which draws up with strings, some insect powder, and a fine comb. I have tried it with very good results on a little kitten which was almost killed by the pests; and although she objected to the method at first, gentle handling subdued her fears, and when the treatment was finished she was the most grateful little cat imaginable.

Put a sufficient quantity of the insect powder in the bag, then put in the puppy

or kitten, all except the head, tying the bag firmly about its neck. Then roll and shake the little animal well, to distribute the powder in the fur; and put powder on the head and ears, being careful of the eyes, nose and insides of the ears. This will stupefy any of the insects that may be in the head or seek a passage out through the neck of the bag. They may be easily removed with the comb and deposited in a bowl containing water. A half-hour in the bag will serve to stupefy the insects, and the cat or dog may be removed carefully and the bag popped into a pail of water. Keep the animal close in your lap, which should be covered with a large white apron, until you can carefully comb the whole body. A few applications of this treatment will work wonders.

Any woman who can undertake this work and do it well can find plenty of employment if she keeps her eyes and ears open for "customers."

K. N. B.

SCISSORS AND KNIVES

An energetic woman who has a knack of handling tools can start a good business with an outlay of ninety cents. This amount will purchase a small grindstone—her stock in trade. If she does not entirely understand its use, a few experiments at home will be necessary before sharpening for the neighbours; or a couple of lessons from a farmer if she lives in the country, or the butcher if in the city, will prepare her well. This small grindstone may be carried in a box from house to house and the work done on the premises; or, if desired, knives may be "gathered in" to do at home. Probably the various mistresses will not trust you with their best knives at first, but if you prove your ability on the lesser knives the greater will soon follow. Become master of your trade before commencing it; do not be uncertain. If you live in a small town, your venture

will probably need no recommendation. If in a city, try your friends first, and they will aid you with introductions to other householders, or letters of recommendation which you can present to new customers as your credentials. The charge will, of course, be based upon the sizes of knives and scissors. After awhile you may have a call to polish knives, for one of the greatest things the average servant is deficient in is the cleaning of steel knives.

If you can invest more money in your outfit, purchase one of the various good polishing machines that are now on the market, being careful to get one that is well recommended. These are for sale from $3.50 up to $15.

Arrange with your customers for weekly visits, or every other week, and keep your promises.

Your venture will be philanthropic as well as remunerative, for you will save the head of the house many a loss of his temper.

K. N. B.

LOANING A PRIVATE LIBRARY

"I AM always lending books," said the owner of the well-selected private library. "There is no public library in the town, and the home libraries are invariably small. Do you know what I would do if I were in desperate need of spending money?"

"Open a loaning library?"

"Exactly! I have thought it all out. Of course, before I announced the venture I should find out what methods have proved most successful in other small loaning libraries and begin by loaning just the books I have, but arrange and catalogue them as carefully as though they were many thousand.

"In arranging the books I should first letter my cabinets with capitals. In cabinet *A*, I should put books of adventure and travel; in cabinet *B*, biographies; in cabinet *C*, essays; in cabinet *D*, fiction;

and so on, leaving space in each cabinet for new books. In each cabinet I should number the shelves from top to bottom, 1, 2, 3, etc., and on each shelf arrange the books alphabetically, according to authors, in every case except the biographies, which I should arrange alphabetically according to the subject. For example, I might put 'Romola,' by George Eliot, in cabinet *D*, shelf 1, under *E*; and the 'Life of George Eliot,' by Cross, I should put in cabinet *B*, shelf 1, under *E*, not under *C*. Then I should make out a card for each book. In the case of the first book mentioned, I should write on the card, at the upper left-hand corner, 'Eliot, George,' and below it, a little to the right, 'Romola.' In the upper right-hand corner I should print in red ink, *D*-1-*El*, which would tell me that I could find the book by looking in cabinet *D*, on the top shelf, looking along the row of books from left to right till I came to *El*, etc. I should enter each book on a similar card and arrange them alphabetically, according to authors. If I could not afford to

invest in a card cabinet, I should make cards of stiff paper, of a size that would fit exactly in a stout pasteboard or wooden box, one-half an inch shorter than the depth of the box, so that I could put in cards of a different colour to separate cards of the same letter, as they are arranged in the regular card catalogues. I think I should have two boxes of exactly the same size, one labeled 'out' and the other labeled 'in,' transferring its card from the 'in' box to the 'out' box when a book went out, and returning it when the book was returned. I should have each reader fill out a slip, which I could make myself on the typewriter, or have printed, as follows:

NAME (of reader).	DATE (of drawing out the book).
AUTHOR (of book).	TITLE (of book).

"This I should file systematically until the book was returned. It would be in the nature of a receipt for the book in the reader's own handwriting. When the

book was returned to me, I should return the receipt for the reader to destroy. This would prevent any failure to trace books.

"The book should be covered with stout manila paper, and labeled with cabinet and shelf number. Then I would make a subject list of books for circulation among the readers, either having it printed or, if I could not afford that, making it myself on a mimeograph, or reduplicating machine.

"I should talk with the girls who came to me to borrow, and should ask them if they would not feel at liberty to come oftener if they could pay a small sum for the privilege of taking out a book, and would ask them to interest others. I should write an account of the enterprise for the local paper, and post notices in the post-office and public schools.

"I should endeavour to interest heads of families in becoming annual subscribers to the library, paying three dollars a year for the privilege of taking out not more than two books at a time and not more than eight books a week. No book could be kept out more than a week unless

renewed. One cent a day would be charged for books overdue. To those who did not want to become annual subscribers I should loan books at five cents each, subject to the same time limit and the same charge for overdue books as governed the subscribers.

"If necessary, I should convert one of my rooms into a reading-room, provided with reference books and the leading periodicals. If I could enlist one hundred patrons to the reading-room, I should give them permission to read the papers and magazines in a comfortable, well-lighted room for one dollar a year. The periodicals would also have to be covered and arranged in some convenient way. To those who wished, I should loan out the month-old periodicals for one-tenth of their price per single copy—for example, a ten-cent monthly for one cent a week.

"To people too far away to come to the library I should deliver books at a price in advance of the regular rates.

"There is another thing I should like to do, though it probably would not be very

remunerative, and that is, have a special room for children's books and games. I should arrange to have certain hours for games, and other hours for club meetings. I should charge the children just enough for this to make them feel independent.

"Through reviews, book notices, catalogues, etc., and through my readers, I should endeavour to keep track of the most desirable books. I should start a fund from a portion of my earnings, and buy books in large lots, making some kind of an arrangement with a book dealer which would be mutually beneficial. I should also offer to order books for those who wished to purchase. I should, of course, order my periodicals at club rates. I can think of a dozen ways in which the enterprise might be developed."

"Could any one do it?" I inquired.

"A woman who loved books could, who knew them, who was very methodical, and strictly businesslike, who possessed the confidence of her neighbours, and who would accept small returns at first."

MABEL L. EATON.

WHIST TEACHING

THE suggestion of whist teaching as a means of livelihood for women is not a new one, but owing to the popularity of Duplicate Whist throughout the country there is an unsatisfied and growing demand for competent instructors, especially in the smaller cities and towns.

Every large city has its whist instructors who teach in the cities in winter and at the fashionable resorts in summer, busy the year round. Their incomes are frequently very large.

These teachers are constantly besieged by requests to visit the smaller cities, but as their time is fully taken up there is no incentive for them to do so; the writer knows this fact from many years' experience as a whist teacher.

By forming instruction classes of from twelve to twenty pupils, a teacher can easily earn from $3 to $5 for a two-hours'

lesson, and from $1 to $2 per lesson is generally paid for private instruction. Practice classes of from twenty to forty players can also be formed and will net $5 per season of twenty-six weeks for each player. In the larger cities the practice classes frequently contain from fifty to sixty members. Some teachers restrict their instruction classes to four persons and charge $1 per lesson for each.

A competent teacher in a medium-sized city or town should easily be able to clear from $75 to $100 per month, and from this there is no loss, as tuition fees are always paid in advance.

No capital is required, except possibly the cost of a set of Duplicate Whist trays, and even that is not absolutely necessary, as the pupils usually furnish their own trays and cards. Any one of ordinary ability can master the game of whist with a few weeks' study and constant practice, so with any natural ability to impart information to others a woman soon can begin to earn something as a teacher,

with constant improvement from experience gained day by day.

The task is a pleasant one, as whist students are usually people of refinement, and the classes are generally formed among friends and acquaintances, thus making the party a congenial one.

It is a common practice for whist clubs and hostesses to employ a whist teacher to take entire charge of their entertainment or whist parties, thus allowing the hostess to participate in the play; this forms another source of remuneration.

There is also a great demand for women teachers from the larger summer and winter hotels, and contracts should be made in advance.

LUCY BLACKBURN.

ARTISTIC DARNING

MOST of us are familiar with the homely art of darning hosiery, but when it comes to fine laces and sheer lawn, to say nothing of the numerous other dainty materials, our fingers are apt to turn to thumbs. And how often, when we glance at a pretty frock, we see an ugly spot staring at us—a spot that by skilful hands might be rendered invisible.

It is my opinion that this profession, if I may use the term, could be made very lucrative, and it would not come amiss to name the craft "Artistic Darning."

L. R. D.

BAKING POWDER

As a means of earning a livelihood I suggest the making and sale of Baking Powder. Any woman who has access to a retail grocer's store, a good Woman's Exchange, or who has friends who will recommend her to their friends can do it. I have a most excellent recipe by which I have for years made my own at about one-third the cost of the best on the market. I will give this recipe to any woman who will write me (inclosing return postage) saying that she wishes to use it for the purpose above stated.

MRS. ANNIE G. BROWN.
No. 4459 Delmar Ave., St. Louis, Mo.

FINE LAUNDERING

COMPARATIVELY few women know how to launder their doilies, centrepieces, fine handkerchiefs and laces, and in the hands of the ordinary laundress the pretty embroideries, fine drawn-work and dainty lace are soon robbed of their beauty, if not utterly destroyed.

Here is a field for the energetic woman who wants to make money. Such work is really pleasant and dainty, the pure soaps required, and the careful washing, being safeguards against rough and calloused hands.

LAURA J. RITTENHOUSE.

ANOTHER "MENDING" BUSINESS

HAVE you ever wondered whether the men and women who sell shoestrings and toys and shoe-blacking, dogs, laces and flowers on the thoroughfares of our cities make their living? Many of them do this sort of work exclusively, and not only live well, but lay aside the proverbial penny for the day of rain.

One of the most interesting of these street fakirs is the man who sells cement. You have doubtless noticed him, telling yourself that surely the cement must be good if the mended plate he exhibits hanging from his little gallows can withstand the force of that heavy block of granite that strives to pull it apart.

You may have tried his special cement and found it wanting, but there *are* cements and glues that are excellent; and in fact, in this lies the suggestion that on many housekeepers' shelves are broken vases,

crockery, and bric-à-brac of all kinds, awaiting the chance to send "somewhere" to be mended, or the time and thought to do it at home. A certain peculiar green vase that has been standing in the corner of a certain china closet, together with several pieces of broken china of more or less value, occurs to me now. This vase is a family treasure, but, like human life, and without the protection of insurance, its safety has been uncertain. It was broken once and mended by a professional, for which the charge was over *three dollars*.

It was well done, every crevice being neatly filled with plaster of Paris, coloured exactly to match the ware, and then lightly varnished to match the glaze. It possibly took the mender almost a half-hour to do it! And now after thirteen years it is broken again, with no one to mend it!

Why not be the "somewhere" that housekeepers think of but seldom find; carry your tools with you, and go from house to house, as a music teacher does?

Of course at first you will have to search

for work, but as soon as you have proved that your mending is "for keeps," as the children say, your fame will spread, and orders will come thick and fast.

If you live in a place where most of the housekeepers have servants, your chances for work may be greater than where the work is done by the family. However, as old black Catherine used to tell my grandmother when she was a child—"Axunts will happen in de bes' regulation famblies."

To establish a "mending" business of this sort will require very limited capital for the purchase of cement and glue, plaster of Paris or putty, paint and varnish. The charge for mending will depend upon the article to be mended, and with a little practice a close estimate of the worth of a piece of work can be made at a glance. This work would naturally lead to more in kindred lines, as the mending of furniture and the replacing from the stores of broken articles of all descriptions.

K. N. B.

A MAID SUBSTITUTE

WHAT woman would not wear pretty underclothes if she could? How many women are there who can wear them and do? And how many are there who take sufficient time to keep them in order?

A great many women have elaborate underwear that requires considerable attention in inserting ribbons each week when the clothes come from the laundress, and often the time is given to it very grudgingly, or it is forgotten till the time to don the garment, when the more haste put into the work makes less speed in dressing. And starched ribbons, even though they may be "wash silk," are not pleasant. An enterprising young woman could build up a business for herself by starting with a few customers among her friends who have not maids or obliging mothers to care for their clothes. Probably a half-hour's work would suffice for one person, for which

service twenty-five cents would willingly be paid. The work should be arranged for by appointment once a week, and the worker, after the introductory visit, would go quietly up to the bedroom and proceed with her duty. She should ascertain, when engaged, if her employer has her likes and dislikes in colour, etc., and where the materials are kept. She should also be provided with a workbag containing narrow ribbons, scissors, bodkins, and threads and needles. Of course where it is necessary to supply ribbons the charge must increase. Then, if there is any mending which needs attention, it is possible that the owner may wish it done; and a suggestion from the worker that if desired she will make time to do it may result in her engagement as mender plenipotentiary, provided she can mend well.

K. N. B.

A PROFESSIONAL PACKER

In a city where there is a constant change of residence, there is certainly room for a woman's hand in moving. "Moving time" is a bugbear to the housekeeper, and dreaded for weeks in advance.

If a tactful woman could be hired to arrange the details of moving, even to hiring the vans, if necessary, to be on hand to do or to direct the packing of the various household belongings, and to accomplish the thousand and one little things that arise at such a time, moving would no longer be the old-fashioned bugbear. It would be possible to move very comfortably with the help of a strong, methodical, even-tempered woman who, with her ready reference book, would jot down the exact location of useful articles apt to be needed before everything was unpacked.

Professional trunk packing is not an unknown occupation, a number of women

in this country making this their regular business, and working out their own methods. The professional packer is a fully developed trunk packer. Extreme neatness, tact and dispatch, combined with a fairly good head for business, are the requisites for the professional packer. The packer's best field for work is perhaps in connection with the real-estate office. In exchange for the distribution of business cards to her customers, she could probably make a bargain by which she could be informed whenever any one was looking for a house or apartment. A personal appeal following the delivery of a packer's card would interest the mover, and after once packing and unpacking successfully for a mover, the fame of the packer will travel. No prices for such work can be suggested, as the payment must depend entirely upon the amount of work and responsibility involved.

K. N. B.

COMPANY OR EMERGENCY MAID

As many housekeepers have found out, it is almost impossible to entertain when one has to depend upon one servant. Whether it is in a city apartment or a country house, the fact remains the same. A woman cannot attend to her cooking and other work in the kitchen and also wait upon the table properly.

Many of us have read stories in which one of the daughters of the house—or a visitor, perhaps—helped "save the day" by acting as waitress when the head of the house unexpectedly sent home word that he would bring to dinner a very "swell" friend. A woman who knows how to be mistress should certainly know how to be maid, and the value of an intelligent maid to a harassed mistress when particular guests are expected is immeasurable.

There may be many educated women who are pursuing the calling of "company

maid," but, if so, they are widely scattered and unknown, and there is room for many more. There are bureaus in some of the large cities that supply deficiencies in the household if one only knows of them at the right time. But a card stating that "Sarah Truesdell will act as waitress by the hour" for the sum of fifty cents will very often save a mistress many painful moments with a stranger guest. A "waiting maid" should carefully perfect herself in all the phases of the art of serving—her mode of action, however, varied at a moment's notice by the customs and surroundings of her transient employer.

The young woman who can act her part as it should be acted will find no lack of employment for lunches and dinners, and perhaps for breakfasts in emergency cases. Her duties should be plainly defined, and she should be tactful with both the mistress and cook to insure a repetition of the order.

This suggestion can be used profitably in small and large cities, and in various ways can be enlarged to meet the needs of teas, receptions, children's parties, etc.

OBSERVATION CLASSES IN HOUSE-KEEPING

An efficient housekeeper, while she may not justly be called an untrained woman, occasionally finds herself in a position where she needs to increase her income, and yet does not find it advisable to go out of her home to do it, neither is it practicable for her to take boarders, nor to attempt to sell her home cooking. By a good housekeeper I mean one who knows how to do all her own work, and who enjoys doing it; one to whom housework, even general housework, is a delightful art, and who does it so beautifully that it is a pleasure to watch her, and, above all, a pleasure to live in the house with her.

There are such housekeepers, for I know them, though the theory is that they are disappearing from the face of the earth. It is in preventing this theory from becoming a lamentable reality that the good

housekeeper may find her opportunity and her mission. In every village, town and city there are women who, through ignorance, are making housekeeping a failure; there are also brides-elect who realize that they are totally ignorant of the duties that will be required of them in the homes they are planning to establish; there are other housekeepers good in some branches but weak in others. From these three classes the good housekeeper will receive her patrons.

The plan is simply this: because she is a good housekeeper, she can teach as she works. She has a time for everything and a place for everything; she is therefore able to make out a schedule of her duties a week in advance, telling what she plans to do certain hours each day. She will make as many copies of this schedule as she thinks she can dispose of to persons interested. She will take these lists to her friends first of all. To one she may say: "Mrs. Wilson, you have often told me of the trouble you have in making bread. I have given you my receipt and directions as well as I could,

with little success, you tell me. Now, I am going to make bread to-morrow. I shall set it at half-past eight. I am going to let all who want to learn how to make bread come and watch the whole process. By watching exactly how I make mine, how I measure, how I test the yeast, the sifting of the flour, setting of the sponge, kneading, raising, the temperature of the oven, etc., I think one can learn more than by trying a dozen receipts. I shall charge fifty cents for a lesson in bread-making. You will have to come twice in the day. I would advise you to bring a note-book. One lesson will probably be sufficient for you. Here is a list of the other things I am willing to teach, with the hours when I will teach them, and the prices for each." To her other friends she will carry similar messages. When she has secured her pupils, she will make a schedule of her classes. She will probably have to change her first schedule to accommodate her scholars. She will arrange to have not more than six in a class, although the number will depend on the work and the

size of her home. The courses will all be elective, and the pupils will take as many lessons as they need to make them efficient. After she has proved that she can do the teaching satisfactorily, she will have her schedule, revised as it becomes necessary, published each week in the local papers.

She will do the actual work of her own household before the eyes of her observers. In doing this she will talk as she works, explaining, and answering questions; if failures occur, she will tell exactly why she failed, and will suggest different ways of doing things and the way to vary the measurements in cooking for larger or smaller families. She will make every step perfectly clear and will allow the pupils to test things for themselves. She will give lessons in washing, ironing, scrubbing, cleaning, sweeping, dusting, pickling, preserving, cake and pastry making; cooking soups, stews, roasts, fowl, fish, dainties for the sick; trying out fat, making washing soap, drying fruits, washing dishes; the care of bedrooms, cellar, refrigerator; making and maintaining fires, managing

servants, little economies, and handy ways of doing things that will make other women's husbands and children "rise up and call her blessed." She may add, if there is a call for it, lessons in mending and in making over things; it will take the housekeeper herself to enumerate the curriculum. All the work will be practical and adaptable. She cannot teach everything at once; the weeks will bring different lessons, and the pupils will choose out of the things offered just what each needs most.

A woman with little children could not undertake this work, because of the necessary interruptions. There would be variations and interruptions in any case, and it would be impossible to follow hard and fast lines as to hours. But a capable woman will sacrifice much to accommodate her patrons, and will allow nothing to interfere with her work that can possibly be avoided.

There will be one difficulty in the starting of such a scheme. A model housekeeper may be a little modest about setting

herself up as such, and will have to think out for herself the most tactful and common sense way of doing her own advertising. Many a woman who does not care to attend herself might be glad to arrange special hours for the better training of her servants.

MABEL L. EATON.

WOMEN AS GUIDES IN THE WILDS OF GOTHAM

I WONDER if there is a persevering city woman with a comfortable home and a spare room or two, or without these, who would like to add to her store of spending money; if so, I think I can suggest a way.

Did you ever realize that there are a great many country people, as well as those in large and small towns, who would like to go to your city on a shopping and sight-seeing tour? The expense of stopping at a large hotel is a discouraging item, and, more than all, they don't know the way about the city; don't know where to look for bargains; and altogether it seems like such an undertaking to the average woman that she stays at home. I know this to be a fact.

If a woman has some accommodating friends or relatives in the city to invite her there to visit and be shown about, she is

indeed lucky. But when she goes home and describes the sights she saw and exhibits her bargains there are sure to be others who covet the same experience. Without friends a woman stranger in a large city is miserable indeed.

If some one could suggest the name of a refined woman who would meet strangers on their arrival, furnish them with lodging and meals, and escort them wherever they desired to go, don't you think it would be a fine arrangement for them, and not a disagreeable employment for the woman of refinement, who, we will suppose, is yourself?

Visitors would probably wish to go to the theatre and other places of amusement in the evening; but they would pay all expenses, and you would charge a certain sum for every hour spent in their service, or so much for a day or evening. This, of course, would be in addition to their board and lodging, if you furnished that in your own home.

If you have not the home in which to accommodate them, perhaps you know of

one where their entertainment would be a desirable source of profit. On failing in this, you could make a list of well-ordered boarding-houses and quiet, moderate-priced hotels, and escort your patrons to one of these, where the proprietors would give you a commission. You could then give all your attention to the chaperoning, which would probably be the wiser plan, unless you should happen to have a spare room on your hands and a mother, sister or maid to attend to the home part of the business.

In some cases parties might come for a single day's shopping, and, with a well-informed person to show them just where to go, they could accomplish as much as strangers would in several days.

You might also be asked to purchase goods for your patrons when they could not come in person to select; they would pay you for your trouble, and the merchants would give you a commission on your sales.

Many a country or village mother would like to send her daughters to town for an

outing if a responsible person could be found to chaperon them and to direct them in their shopping expeditions.

Often a woman is called to the city on business and is at her wits' end to know how she is to get around to the best advantage in a strange place. She generally has to depend upon an acquaintance, who, most likely, must neglect his or her own business to be polite to her; and any fair-minded woman would rather pay a stranger than ask the favour.

In order to bring yourself to the notice of those needing a guide, it would be well to advertise in the magazines which circulate freely in the country, and in newspapers published in towns fifty or one hundred or more miles from your city, particularly in any town in which you chance to have acquaintances, as you are then provided with resident references.

Another way to advertise would be to get the names of pastors of churches in nearby towns and send them cards setting forth your capabilities, and giving your

own pastor's name for reference, as well as other well-known names.

Cards in the various railway stations would also prove beneficial, as well as in the principal hotels.

Make your cards explicit, and deal them out generously wherever there is a chance of bringing patronage.

A. M. CARPENTER.

The foregoing suggestion, "Women as Guides in the Wilds of Gotham," although not in a new field, is much needed, as the following incident which came to the notice of the editors a few weeks ago testifies:

A Western woman who had never been East was ordered by her physician to travel awhile. Always a hard worker, she had overtaxed her nerves, and when she expressed a wish to visit New York City, the wish was coupled with a fear of the bustle and confusion of the city streets, which would unnerve her. Some one suggested a guide, and the Iowa woman was delighted to think she could hire some responsible person who would pilot her about. But where to get a guide? No one could think of any place to apply except to the Young Women's Christian Association. An application was despatched, explaining the situation. Several mails later brought a short note stating that a guide would be supplied at any time, etc., and ending with the information that "it will not be necessary to meet the train; you may come direct to the Association,

taking a car from the ferry." This information was not calculated to inspire the Iowa woman with confidence in her visit, and she demurred about starting. Fortunately a new-made acquaintance volunteered to see that she reached the Association building in safety. This was accomplished, only to find that there was no guide awaiting her; in fact, her application had not, after a number of days, reached the department it should hav gone to at first. After a tedious wait a guide was supplied; not an accomplished guide, however, but a woman who was used to office work and at the moment out of employment. And yet the Westerner was willing to pay well to be shown the important sights in a four-days' visit. The arrangement in this case "happened" to be quite satisfactory once it was made, but the Westerner wished herself well out of New York many times before her "guide" took possession of her.

A WOMAN OF TACT

AT a certain summer resort there is a select hotel which has for years turned many guests away from its doors. The house itself is always "full" from early summer to late fall, and the numerous cottages belonging to the proprietor are never vacant. It has been for years a very popular place for young people, and young men are never wanting, as in the usual northern coast resort. It has been noised about in outside circles that the popularity of the hotel is due to one main cause—the presence there of a family of five attractive boys and young men who have occupied one of the cottages for many years. The writer has heard it said that the oldest sons were the hotel proprietor's "stock in trade" for they were happy, healthy, jolly fellows, who made people feel at home and who could be counted upon to make things "go."

The presence of a bright, attractive woman is needed in every resort hotel, to make the new arrivals acquainted with others, to explain the beauties of the place, etc. This position needs a woman of rare tact and perspicacity, for she must know at a glance whether the stranger wishes to keep entirely aloof from others or would like to make acquaintances. For a woman who is naturally fond of strangers this suggestion must open a pleasant field of profit if she can prove her worth to the proprietor of the hotel. If she can suggest and manage entertainments, so much the better. She should, however, always retain her character as a guest, and not reveal her identity as a hired assistant.

K. N. B.

A MAGAZINE AND MUSIC EXCHANGE

EVERYBODY likes to look at and to read first-class magazines, but the number of good ones has increased so rapidly that it is impossible for many people to subscribe for the number they wish or have time to read. There should be, therefore, splendid opportunities in establishing periodical exchanges, or what might be termed "periodical clearing-houses." This idea contemplates the formation of clubs or associations, each subscriber contributing a moderate sum for the privilege of exchanging his periodicals for those subscribed for by others, and the establishment of a central point for the convenience of this exchange. It would be essential to adopt the library plan—that is, periodicals to be retained only a stated length of time. The exchange of sheet music would also work very well upon this plan. The promoter of a business of this kind

would find it very pleasant and profitable, and it offers the very great advantage of requiring little or no capital to establish it. The scheme need not necessarily mean the relinquishment of ownership of the periodicals, etc., by the members, but simply loaning them to the association in order to procure others to read.

MRS. G. H. GUTHRIE.

THE ENTERTAINMENT AND CARE OF SMALL CHILDREN

ANY woman, of whatever age, who loves children and has a room in which to entertain them, may carry this novel occupation on with great success. A plainly furnished room, without a carpet if can be, is the best for this purpose.

Children from four to eight years of age may be taken for perhaps two, three or four hours at a time, while the mother goes shopping, rests or attends to special home duties requiring her undivided attention, etc. For this service five cents an hour may be charged. I would suggest morning hours, from nine until twelve o'clock, and in the afternoon from two until six o'clock. Never should they be allowed to stay during meal times unless by special arrangement. When it is taken into consideration that ten or fifteen children may be entertained at once as easily

as one, the work begins to look as if it might pay. It is the people of moderate means who do their own housework or whose servants are incompetent who will make this plan possible, since they are glad to know their children are in good hands and well cared for. If the child is too small to be trusted alone to go to his "foster mother," it should be the parent's duty to conduct him both ways. The entertainer's duties would then commence on his arrival and cease with his exit from her house.

She might have cards printed if she wished to go into the work extensively at first; if not, written ones will do as well, thus:

MISS MARY DOANE,
CHILD ENTERTAINER,
Hours: 9 to 12 A. M. and 2 to 6 P. M.
Address in full.

These should be delivered personally in homes of moderate means where there are children of the right ages. Your first customer should be a friend or neighbour,

if possible, who will recommend you to her friends. Mothers who have become acquainted with you will be more likely to send their children to you than they would if you were a total stranger. If the children are enthusiastic on returning home it will be a good advertisement for you, as one woman will tell another and the children themselves will spread the news. If there are women's clubs in your town, the members will undoubtedly be interested in your cards. Ministers will also hail an opportunity of aiding their parishioners to find time for church work. Do not hesitate to let your work become known. Saturday and Monday morning will perhaps be found the best days, as all women who do their own work will appreciate. If you have children of your own old enough to help it will be of great benefit to your enterprise.

There are hundreds of good ways of entertaining the children. You might read some interesting story, the smaller ones building houses with blocks, toothpicks, etc. All children like to string

beads. The large and small wooden beads in six different colours cost about 40 cents a gross, and may be strung on fine wires and bent into numerous queer shapes. Paper cutting is another good amusement. Coloured papers—red, orange, yellow, green, blue, violet and white—five inches square, on purpose for kindergarten cutting, cost 15 cents a hundred. A book called "Paper and Scissors in the Schoolroom" may be bought for 25 cents. This will give you ideas for the little ones. Then there are cards stamped with designs and perforated for little ones to work with silk; these cost 35 cents a hundred for the smallest size and $1 for the largest, four sizes in all. Coarse embroidery silk may be bought for 10 cents a spool in all bright colours, and lasts a long time. Twenty-five large needles will be enough, and they may be had for 10 cents. Cheap pad paper, unruled, may be used to draw on with coloured crayons. Slates are also a fascination for the young. Instead of buying your cards you might make them in spare time (here is where your children will be

useful). Get a few sheets of bristol-board and cut into squares any desired size; then draw or trace upon each square some design—a square, circle, oblong, etc., to begin on; then cups, pitchers and such designs later. Prick holes along the lines, about a quarter of an inch apart, for the children to use as their needle-holes when working with silk. You may take fancy paper and cut into small squares, circles, oblongs, triangles, etc., and let them make designs of these by laying on some flat surface. If you can afford it, a black-board will amuse your "clients," and will also prove valuable to you to keep track of their names and "time." Soft-coloured cheese-cloth can be used for "dressing up," and penny pictures or pictures from magazines fastened to the wall to tell stories about.

These are a few suggestions; any woman accustomed to children can plan a great many ways to amuse them. Of course the same thing must not be used each day, as it would soon grow tiresome.

It is best to have each child or his

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guardian pay for each day's keeping; this will do away with accounts If this cannot be done, the service should at least be paid for weekly Each child should be known and made to feel at home. Never should the foster mother lose her gentle manner, and her smile should seldom be absent. The little ones will soon feel at home and enjoy being left with you, but *don't* make the mistake of fondling the sweetest ones or caring for one more than another.

MRS. L. A. TUXILL.

To Mrs. Tuxill's suggestion the editors wish to add a few words. It will undoubtedly be possible to develop this plan into a remunerative business, and a large one. But to do this the "Professor of Play" must make it her duty to become personally *known* to the mothers, and remove the impression of a "Charitable Day Nursery." The prices charged for work of this sort can be elastic to suit the community; suggestions on the subject have been received from two cents to twenty cents per hour. When once the business is thoroughly established and assistants needed, it will be possible to rent hourly services to convalescents or invalids, to exercise children regularly, to conduct them to and from school, and to provide care for the little ones at home in the evening or over night, when the

parents are taking recreation or are suddenly called away. There should be a place for a "business" of this kind in practically every village or town in the country, and many openings in the cities. Even farm districts, if not too "poor" a section, will offer openings—but not as attractive, for distances are so great, and farmers' wives are, as a rule, so used to "managing," that they do not know how to let others help them.

PALMISTRY

"In every rank, great and small,
'Tis industry supports us all."

I KNOW a girl who has taken up the subject of palmistry as a profession, It was a fad at first with her, as with a number of her school friends. But she never seemed to tire of the subject, and it became her hobby. She gladly gave her services for the pleasure it afforded her friends and her friends' friends.

A friend appointed herself agent in the palmist's behalf, and gave a reception. The palmist was an invited guest, and was asked to assist in entertaining by reading hands. It was novel, an innovation, and the guests enjoyed it. Her services were appreciated to the tune of a crisp $10 bill. That part of the reception was so successful that the different women's clubs found that a bright, merry palmist was

just what was needed sometimes to top off an afternoon, before the ices and coffee were brought in. There were requests for her services at house entertainments of all kinds. People were glad to pay and pay liberally for her work when once it had been introduced.

"Every person has two educations: one which he receives from others, and one, more important, which he gives himself." This girl taught herself palmistry and finds it remunerative.

JESSIE GROOVES.

"SMALL LIVERY"

In towns where distances are great and there are sometimes few accommodating street cars, many a woman, possessing a short purse, owns a horse and buggy or perhaps a surrey. A great many of that woman's friends have no way of getting about except by walking.

It seems to me that the woman in the first case has a splendid opportunity to make a tidy little sum out of the woman in the second case.

The woman who is the fortunate possessor of the horse and buggy should let it become known among her friends that she is prepared, for a certain small sum per hour, to drive them about, either to make their calls, do their shopping, sight-seeing, or simply for afternoon pleasure drives; or if it be a suburban place, meet them at the depot on their return from the city, and

convey them home with their numerous bundles.

Many women in small towns have friends living on surrounding farms, and their visits are limited to perhaps one or two a year, when they indulge in the extravagance of a livery-stable outfit.

Weary marketers will no doubt be glad to take advantage of a comfortable surrey at ten cents, rather than a car at five, if one makes known her desire to carry them the few blocks they have to travel; and three at once means thirty cents. On rainy days, a half-dozen trips in a morning might be made with considerable profit.

The enterprising woman who undertakes this business should be most discreet in the use of her tongue, as her patrons are apt to become confidential on long drives. She should provide some occupation for herself while her customer is paying a call, or wait outside, as in most cases it would be inadvisable for her to call with her customer, unless they are all strong friends.

In the course of a few weeks such a woman would, I am sure, have as many customers as her time and *horseflesh* would allow.

HILDA COURTHORPE.

PREPARING FOR DRESSMAKERS

I WISH to suggest an occupation by which an untrained woman can make a city living; one that calls only for ordinary common sense and care and a few simple tools. It is to go out by the hour or day and prepare garments for the dressmaker to remodel—to rip them carefully, remove every *vestige* of a thread, free them thoroughly from dust, clean out such spots as do not call for the services of a professional cleaner, press the goods; in short, to so prepare them that the dressmaker can begin her work without any delay. A bright woman will find many ways in which to improve her services and render herself invaluable to her employers. Such work calls for extreme care in every portion of it, for the garments must be in no wise injured during the ripping, cleansing and pressing. It should command $1 a day and meals, or 25 cents an

hour. The work could also be done at home. The tools necessary to carry are two pairs of scissors—one with very sharp edges and round points, the other with sharp edges and *very* sharp points; and a ripping-knife, of which there are several kinds on the market. The cost of first-class articles, the *only* kind to be considered when buying edged tools, will be covered bv $2 or less.

HATTIE M. NAWN.

THE TRAVELING MILLINER

PLANNING my winter outfit last fall—the cost, etc.—I thought if I only had the gift of trimming hats possessed by a certain friend I could save considerable money. The more I thought it over the more I saw a splendid chance for some one so gifted. A number of hats could be trimmed or made over in a day; two or three certainly in a morning or afternoon. If you have the "gift," let people know (by cards or through friends) that you will call at their homes and trim, retrim or make over hats and bonnets, and press, freshen and clean ribbons, velvets, laces, etc. Charge, say, $2 for a morning or afternoon. I am sure there are a great many women who would be delighted to have some one come in, take the old trimmings and freshen them up, and, combined with the new, make several pretty hats. It would certainly be a bless-

ing. There are many pretty untrimmed hats in the stores, and many beautiful trimmings one would buy if only a "home milliner" were procurable to save expense.

This plan would undoubtedly work well in a small town or large city.

MRS. ROBERT J. CORY.

PROFESSIONAL BATHING

ONE afternoon a woman whose husband had met with an accident which left him almost helpless, called on an old school friend who had married well, and whose four small children were delicate and troublesome. The nurse had left, for she was careless of the little ones and did not give them proper bathing. They needed special attention in this direction, the doctor said; the nurses were all alike and neglected the children, no matter what price was paid for their services.

"Who attends to *your* children?" she asked the caller. "They always look so sweet and wholesome." "I bathe them." That gave the less fortunate woman an idea. "Would you think it worth while to pay me to come every morning to give them their baths and dress them?" The mother opened her eyes in astonishment, until she was told the circumstances, when

she entered gladly into the plan. The little woman agreed to go every morning, for an hour and a half, wash and dress the children, and attend to their hair, fingers and feet for $5 a week. The mother was so pleased with the result that she mentioned two of her acquaintances who had new babies and whose nurses had just left. These mothers were glad to have the little woman for half an hour every day, payment being 50 cents for each bath. This fully filled her time until eleven o'clock, when they found an invalid friend who wanted to be dressed every day before noon, and twice a week have a warm evening bath. For these services she gave $5 a week. Thus she had her afternoons free for her husband, children and household duties.

It is strange how few women can wash a baby properly; and when the monthly nurse leaves, a mother is glad to place the little stranger in safe and skilful hands. One patron always recommends to another. They are willing to wait their turn of the morning hours, it being understood that

nothing but illness will prevent attendance. This woman has learned a great deal from the experience of regular nurses, and is anxious to improve her methods when possible.

Children's ears are often neglected and not kept clean; and the mother rarely notices when they are allowed to stick out, or to double over, till her attention is called to the fact that they need pressing back. Older children's toes are sometimes a source of discomfort, and there is an art in paring nails.

Then to keep the hair brushed, and to teach the child to attend to it, to detect bad habits—and they are many—is in itself a task. Mischievous children will pull out their eyelashes, or distend the mouth with a finger on each side, to their future disfigurement.

Her first patron declares that her children have learned to love cleanliness since she bathed them, and often laughed about the first morning when she passed the nursery door and heard a voice singing:

"What, cry to be washed? Not like to be clean?
Then you shall go dirty, not fit to be seen."

She expected a rebellion, but instead the little ones began to enjoy the bath, and told her—as a secret—that they did not get any soap in their eyes and mouths. For little children some refined borax was put in the water, instead of using much soap; and so they lost their terror of it.

MRS. ELSIE REYNOLDS.

APRON MAKING

I THINK it is safe to say that women in every station of life wear aprons of some description.

We know that it is a very unusual thing to find a ready-made apron made properly. I have noticed in our large department stores that the apron stock is sadly lacking, and have often wondered why some one hasn't made a specialty of this important item of our wardrobe. As it would require no knowledge of dressmaking or fitting, nineteen out of any twenty women have sewed enough to be able to carry on an apron-making and selling trade with the help of a few patterns.

My plan would require a small investment of capital. I would suggest that a light room with a glass front be procured in the shopping portion of the town (location would be a most important factor), and then let the projector buy at whole-

sale the necessary goods: ginghams of different qualities and checks, two, three or more grades of lawn, lace, embroidery, and thread suited to the different materials, and then commence her work. A machine could be rented, if necessary, for a very small amount, and in a month or six weeks at the most one could have quite a complete stock.

Opening cards could be printed and distributed for a comparatively small amount, which would do much to advertise the goods, and one's friends would tell their acquaintances of the new store. If it were well situated, many would come in "to look around," and right here is where tact should be used. Do not leave the people alone to stand looking at your aprons, but explain their good points and show them the other styles. Nearly all women would rather buy home-made aprons, at a reasonable price, if they are what they should be, than buy the material and have them made, or bother with making them.

The plain gingham apron, to be serviceable, should reach to the bottom of one's

dress, instead of twelve or fourteen inches shorter, have a larger bib than the store ones do, and a pocket. It would be well to have these in two grades of gingham. Then I would carry a slip apron that could be worn over the dress, made with loose sleeves and gathered in at the wrist and neck with bands which could be left plain or finished with a little white braid. Next is the plain white apron. There should be different sizes of these, and one could make as many styles as desired.

The little fine aprons are invariably stitched with thread two or three numbers too coarse and a great long stitch. And to say nothing of their looks upon close examination, they are not made well and, consequently, do not wear well. We will use fine thread for ours, a short stitch, and fasten the thread well. Any number of ways of making these will be suggested, and fashion books and papers can be consulted for ideas. Some would be pretty and odd trimmed with tiny bows of black velvet ribbon, and others might be made plain or hemstitched, with a raised initial worked

with fine white thread in the left corner and near the end of the left string.

Now let us arrange the stock. We want one of each kind in the window, and could have shelves put up for the rest. We can afford to charge the same prices for our gingham and plain white aprons that we pay in the stores, the finer and fancy ones being marked according to the material and amount of work on them. The expense of carrying out this enterprise would be very small compared with that of many other businesses, and it would be a good one for two or three women in partnership, starting on as large a scale as they desired, carrying all styles of children's aprons also.

LAURA A. SAWYER.

We would like to add a few words about aprons. We have heard of one woman who has made a reputation for herself by making aprons of all descriptions. As she is unable to leave her home duties, orders come to her there. She started her venture by making short aprons from five-cent unbleached homespun, using one width and a trifle over a yard of material. The threads at the top of the hem were pulled and a simple hemstitch worked in. The aprons washed white and were very durable. In addition to the variety mentioned in the above article, there are aprons for maids and waiters,

nurses, artists, surgeons and butchers, all of them easy to make. It may be of use to some woman who contemplates the apron business to know that remnants can be bought by the case from many factories at very cheap rates.

We would also suggest that a cooking apron be provided with a "holder," fastened to the band by a long tape.

AMATEUR PHOTOGRAPHY

PROCURE of a reliable firm a good kodak, or, better yet, a field camera with adjustable tripod and all the necessary furnishings belonging to a photographic outfit. Study your instruction book and practise until you can show some pretty good work, and then take pictures of scenes of general interest in your neighbourhood, show them to your friends and neighbours, and, as you get a chance, sell them cheaper than they could be bought from a professional. When you can do very presentable work, find young people who would like to learn to do the work, and charge a reasonable amount for teaching them what you have learned by experience. If you have several at once, form them into classes. You will find many children of only ten or twelve years who will do good work, and their parents will be glad to have them learn if they know an

older person is directing them in using the chemicals.

You can furnish all the material used in the lessons and charge accordingly, or they can buy their own outfit first, and you only charge for each lesson.

Then, too, you should make arrangements with a good firm to furnish you with cameras and material for your scholars, which you can do to quite a good advantage to yourself and convenience to them. You can also develop and print for those who do not wish to undertake that part of the work.

I do not know how this work would do in large cities, but it is particularly adapted to small towns and country places, and is very good occupation for a woman who has household duties part of the day, but with a few hours to spare in the afternoon.

MRS. JANE M. NELSON.

READING TO CONVALESCENTS

If I lived in a large town or city I should supply myself with some of the best reading matter, ranging from grave to gay for older people, and lay in a supply of bright, fresh stories for young people, not forgetting the little ones. I would, through the physicians, keep informed of these convalescent patients, and to these I would go for such time as their strength permitted and read for a stated sum per hour, selecting, of course, such things as best suited the invalid on that particular occasion. Many tired, weary, discouraged invalids would welcome such a diversion. Too weak to read themselves, yet ready to listen, and if the reading be humourous, evoking a smile, or perhaps a hearty laugh, it will often do more good than medicine. Poor, long-suffering mothers with fretful, sick children would certainly be willing to pay well for such a high-class entertain-

ment. This idea may call forth a multitude of devices for brightening and whiling away time, which drags so slowly for the great class of sufferers. In fact, the one engaging in this profession should be a kind of mental or moral physician, with tact and common sense, to know *when* to read, *what* and *how* to read. She should be able to find out in a few moments if the patient is pleased with her voice, manner and the selection of subjects. Musical selections might sometimes be rendered, both vocal and instrumental. I have known very sick persons soothed into a gentle sleep, after many sleepless hours, by a song softly sung or by sweet instrumental music in a nearby room.

LEOLA ARMSTRONG.

NEWSPAPER COLLECTIONS

My husband is a newspaper man, and, on account of poor health, he bought a small country newspaper in Idaho. He often said, "If I could only collect the back subscriptions due me, we would not only be able to live in comfort, but enjoy some of the luxuries of life. There were 1,400 good, hard-earned dollars on that list; for he and all previous owners of the paper were afraid to "tackle" collections for fear of losing names, as that would hurt the advertising patronage. I thought a great deal about the matter, and at last decided I would see what I could do.

I started out in the work by writing a few letters to those owing large sums. The form of the letter was something like this:

"Mr. John Smith.

"*Dear Sir*: The *Times* has been going to you for the past ten years; every week you have read its

pages, learning of the news of your county. Every week the publisher has expended time, labour and money on the paper, that you might know what is going on The publisher must live, and he must pay for value received. In the next year he intends making the *Times* a better paper than ever, and he offers you a reduction, etc.'

I always signed my own name.

This method proved very valuable, and I collected nearly all of the outstanding indebtedness. If ever I am stranded and need work, I shall certainly go into the country newspaper collection business. Nearly every country newspaper in the United States has a long, unpaid subscription list that the owner feels he cannot collect without great loss both to himself and to his paper; and any bright, tactful young woman who is armed with letters proving her integrity will find that collecting back subscriptions furnishes remunerative employment. Above everything else, she should see that she does not lose a name from the list.

Many papers have from $800 to $2,000 due them, and any publisher would gladly give twenty-five per cent., or

even more, for the collection of these outstanding debts.

As to the details: first, try letters, as a number will respond in that way; but the most obstinate cases must be visited in person. Second, when I have a very hard customer I decide my plan of campaign according to circumstances, when I speak to the debtor.

In nine cases out of ten the woman collector will come off victorious.

It is pleasant work, if looked at in a philosophical manner, and I am sure the field is not crowded.

FLORENCE MARK.

DEMONSTRATORS

EACH town and city, large or small, in the United States, requires the services of young women to introduce new foods or inventions to the public. They are called demonstrators, and are in demand because it has been established that no better way exists to bring the goods to the direct notice of the prospective buyers, and because new goods are constantly made and new inventions require introduction.

A demonstrator needs no special training. Any self-reliant, painstaking woman can succeed. Full instructions and all materials are supplied by the inventor or the originator, who also bears all expenses. Thus a practical, agreeable avenue of support is opened.

In a Chicago department store the writer recently saw a row of booths attractively draped in white and green, in each of which a demonstrator attired in snowy

white was busily engaged in displaying the beauties or utility of her exhibit. These varied greatly. There were shown the invaluable Christy knives; a new roasting pan; a device for toasting bread on a gas or gasoline stove; gelatine and the graceful forms for moulding same; cocoa served in tiny cups, as also tea; ice-cream made "while you wait"; coffee from up-to-date coffee-pots; cereal foods served with cream in dainty saucers; salads, artistically garnished, served individually, introducing the salad-dressing; vegetable slicers which cut potatoes, carrots, etc., into fancy shapes; meat-grinders, to fill a long-felt want; and the latest idea in cake-tins; everything practical, useful and labour-saving, or desirable as food. Other stores have demonstrators showing new ways in which to apply the fashionable braid for trimming dresses, new styles of health corsets, devices for joining shirt-waists and skirts, and still others who explain to purchasers how to embroider fine centre cloths and doilies. Every section of our big country can be reached, and any bright woman can

do this work, with substantial returns, either in her own town or neighbouring ones. All pure food shows and various other expositions require demonstrators, and there are hundreds of exhibits from which to choose. A farmer's wife might make it known to new firms that she will "demonstrate" in her locality, and thus make pin-money; for other farmers' wives would be interested always to see the latest invention or to sample the latest foods.

MRS. WM. H. MARTIN.

A DENTIST'S SOLICITOR

I HAVE a friend who, although wholly untrained, proved herself capable of immediate self-support when the necessity arose. She did not secure a large income, but she at once commanded a salary of $600 a year "and carfare."

Thrown upon her own resources, and yet lacking familiarity with any special line of work, it occurred to her that if a neighbouring dentist would consent to employ her as a work solicitor the results would justify the experiment.

The results did. Beginning with a few acquaintances who needed dental work and were not firmly bound to any particular dentist, through their suggestion of other names, and additional names gained through these, she has built up a regular business to which she devotes her spare time. After demonstrating her ability, a definite salary was agreed upon, and both

dentist and solicitor have been more than satisfied with the arrangement. Her income is assured, her "hours" are short, regulated by her own convenience, and her work is far from unpleasant.

In many cases, where ladies are timid and tempted to postpone the care of their teeth, the solicitor offers to accompany them to the dentist's office. In other cases, where financial reasons prohibit prompt action, approximate prices are quoted—in the case of her employer they are moderate—and people of limited means are reassured. Appointments are booked and general information given. All publicity and street-corner advertising is most scrupulously avoided, and the comfort and privacy of a regular practitioner's office is assured.

In a word, my friend seems to have blazed a comparatively clear path for herself, and to have found a permanent, remunerative and agreeable vocation. It has proved that it possesses the merit of yielding *immediate* support to an untrained woman.

FLORENCE M. TREMONT.

A NOVEL SHOPPING PLAN

THERE is a woman in New York, whom we will call Mrs. X., who successfully operates a peculiar business. She is nominally a "purchasing agent," buying from many of the department stores for resident and out-of-town customers. Her accounts at the stores are large, and her name is well known.

One very remunerative branch of her business is a system of "charging," which she originated. It is planned to help the woman who has no account at the different stores, but who at times wishes to order goods without paying at the moment. A business man is apt to refuse to have a dozen accounts at different stores for his wife to use as fancy dictates, and the majority of men prefer to audit the family accounts. This plan evolved by Mrs. X. allows the wife, if she presents suitable credentials and references to Mrs. X., to

order goods at any of the numerous stores where Mrs. X. has an account, have them delivered at her home, but charged to Mrs. X. Mrs. X. renders bills to her customers once a month, the bills often including charges from half a dozen houses, thus necessitating the checking of only one bill and the drawing of only one check by the father of the family. If the bill is not paid promptly within thirty days it is subject to a "delinquency charge" of a certain percentage.

Mrs. X. is, of course, allowed an agent's discount on all orders charged to her, which is where her greatest profit comes in; but another profit is also in the delinquency charge, which is very often enforced.

NANCY SCOTT.

SEWING CLASS FOR GIRLS

One with only ordinary knowledge of needlework may find profitable employment in teaching classes the rudiments of sewing. Too many mothers, nowadays, with their ever-increasing household, club, religious and social duties, find little or no time to instruct their girls in this line of work. Charitable classes are numerous, but in the well-to-do families the girls are often more ignorant than their poorer sisters.

The little hands need training from the first, often even in the use of thimble and scissors. Begin on coarse material, using coloured thread. Mark with dots points within an inch space to put stitches, and by careful grading increase number of stitches to the inch till they can be run in a pretty even line without aid of dots. Assign home work to be brought to the next meeting. *Require individual work.*

Next take up sewing two pieces together—seaming; then "over and over," gathering, ruffling, facing, hemming, binding, filling, tucking, plaiting, patching, darning, sewing on buttons, hooks and eyes, and graduate them, if you like, by teaching plain and fancy hemstitching, cat-stitching; and, lastly, the use of the sewing machine.

Each class should contain not more than six or eight pupils and last an hour at the longest. Grade classes according to ability. Prices for the term must be determined by surroundings, but $4 for twenty lessons ought not to be too much; probably the full course would require two terms with children from five to nine years. Keep samples of work from each lesson, and date of same. Employ strict marking system, and allow work to be taken home only at stated intervals. Insist on neatness, good position while sewing, and that light come from back or side. *Make haste slowly.* Give little aid. Encourage the pupil to be thorough in her work, and by coming in such close contact with the child you will be able to instill

habits of perseverance without which there is no success.

This work will not require absence from the home, and with several classes would bring in rich returns.

MRS. C. F. SPENCER.

THE CARE OF LAWNS.

THE care of small lawns and suburban grounds seems to offer a very lucrative and healthful occupation. The use of a good light lawn-mower is not any more arduous than driving a golf ball, and sets the blood a-tingle. A woman should be especially deft in the use of clippers, in giving vines and borders the needful scrutiny, and in keeping the artistic propensities of landscape art in happy balance. I speak from personal experience when I say that this plan has been successfully tried.

EDITH GIFFORD.

A PARADISE INN

ONE of the commonest resources for untrained women who are called upon to assume the burden of self-support is that of "keeping boarders" or "renting rooms."

In this most ordinary of occupations lies a new field which offers itself to some clever woman.

How many mothers of families seeking a relief from housekeeping cares have looked in vain for pleasant boarding accommodations, to be met at nearly every door with the chilling, "No, we don't take children here?" The boarding-houses and hotels are few where children are *welcome*, and a child's life, even where children are tolerated, is far from being a happy one.

These facts are especially brought home to us in vacation time. Not every mother is fortunate enough to go to a hotel and, relegating baby and nurse to the

children's quarters and second table, enjoy her vacation in peace.

Here is the opportunity for a motherly woman who has felt this need herself to earn a comfortable living and offer a boon to the tired mothers of families who seek a few weeks' rest and change at some summer resort.

Let us imagine a real children's hotel—"Paradise Inn." The rooms are comfortable in size, light and airy. In each sleeping-room, besides the regular bed, is a child's crib; in some rooms, two cribs. The bath-rooms, of which there are several, are provided with plenty of small bath-tubs, that baby may have her regular bath in comfort.

The dining-room and kitchen are also arranged with a view to the children's wants. There are high-chairs in the dining-room, and well-behaved babies and children are allowed at the table. There is an abundance of simple food for the little ones, and plenty of rich, sweet milk. Patent baby-foods can be obtained at a moment's notice, and prepared in the kitchen.

A large playroom and yard are provided, with nurses in charge; and for a trifling amount the babies may be left there in comfort and happiness while "mamma" takes an hour or two of needed rest. Baby-carriages may be rented for a small sum. Other conveniences will suggest themselves.

The charges should be as moderate as possible, for this hotel is not intended to appeal to people of large means, but to families with moderate incomes.

The field is certainly new. Will you be the one to enter it?

SOPHIA A. M. WADE.

HOME LAUNDRY

In a New England town, some years ago, a woman with whom the washing and ironing question had been a serious one in her own household, decided that if she could add some light to the vexed question she would not only be a philanthropist in a way, but also find her bank account replenished.

She rented a house in the suburbs where there was plenty of green grass and where winds were free from dust and smoke. The beginning was made in May. Two women were hired at $1 a day each. Two washing-machines were bought. An advertisement was inserted in the daily papers setting forth the fact that family washings would be done for a small sum each—50 cents per hundred—clothes to be sent to laundry in clothes-baskets and sent home without drying. If rough-dried, an additional 25 cents per hundred

would be charged. Twice as much was charged for ironing as for washing. No stiff-bosomed shirts or collars or cuffs were taken. Work came in at once. The two women did from eight to ten washings a day, bringing in from $4 to $6 a day. From the start the profits were from $10 to $15 per week. As the business grew, more women were employed, a horse and wagon were bought, and other facilities increased in proportion.

Inside of two years a large brick building was erected, with all modern appliances—a drying-room, ironing machinery, etc.

At the end of five years the plant was still further enlarged, and a similar one established by the same woman in a city seven miles distant. Her income had grown from $40 a month to $6,000 a year, and all buildings and apparatus paid for.

MRS. GEORGE W. OGILVIE.

Mrs. Ogilvie's interesting description of what a New England woman accomplished reminds one of many summer experiences in the country when a laundress was as rare as the proverbial day in June. Why cannot some women who are hunting their livelihood provide laundresses where there is great

demand for them? Then there is also the question of Monday work on the farm. Many farmers' wives and daughters are forced to do large washes every week, for no one can be found to undertake them. Here is an opportunity for some woman who is fortunate in hiring help to assist her neighbours and make money. Many a sweet young girl is saddened for life by bending over the tubs to "help mother" on Mondays because no other help can be found. A woman who undertakes this work should make a study of "setting" colours in summer fabrics.

WILD FLOWERS

EMPLOYMENT FOR FARMERS' WIVES AND DAUGHTERS

If there were better opportunities open on the farm for the daughters of farmers to meet their necessary personal expenses, there would not be the need for leaving home and taking up the frequently questionable life of a factory girl. There is very little that a woman can do on a farm for her own maintenance outside of the monotonous round of farmhouse duties.

A teacher from one of the large city schools who was spending her summer vacation in the hills of central New York enthusiastically admired the splendour of the wild flowers, and insisted that here was an opportunity for farmers' daughters to make a competent living through furnishing colleges with wild flowers for botanical purposes, and called attention

to the lamentable lack of this material in the city schools, where it is so necessary for the instruction of this branch of science.

The first thing necessary to undertake so pleasant an employment intelligently would be to write to several colleges, offering to supply them with specimens. Next procure a large zinc-lined box to hold the plants when collecting, and a strong gardener's trowel for digging them. After gathering a sufficient quantity for one shipment, pack the plants carefully in wooden boxes in damp moss, and send either by mail or express according to the size of the package. This work would last from spring to winter, and sometimes through the evergreen season.

A good book on botany would assist much in this work, and the idle months could be devoted to the study of the habits and haunts of the members of the plant kingdom.

During the summer vacations, from the middle of June to the first of September, the work could be kept up, gathering and pressing the specimens and mounting

neatly on cardboard, sending them in when the schools reopened. Work of this kind would receive higher compensation than freshly gathered plants, and the employment would be health-giving and enjoyable.

The sale of wild flowers need not be confined exclusively to colleges for botanical purposes, as many florists are now cultivating them for the market, and will buy plants which are not too common. Edward Gillett, a florist in Southwick, Hampden County, Massachussetts, who makes a specialty of wild flowers, advertises widely, soliciting rare specimens, for which he pays liberally.

SARAH RODNEY.

CARETAKER OF GRAVES

We live in a town of 20,000 inhabitants. There is here a very beautiful cemetery owned by a corporation which employs one man and an occasional assistant to look after the grounds. Now, unless the lot owners can afford to pay a considerable price to the local florists or do the work themselves, the lots are neglected. Some time ago we laid a loved one away to rest, and it has been a continual source of sorrow that we have not been able to give his resting place the care we would wish. I would gladly pay some woman $10 for a season, beginning just before Decoration Day and ending in September, if I knew the grass would be cut once a week, the dead flowers removed, and the lot kept in general good order. This sum is not too little, as the lot is only 10 x 20 feet in size. I know that there are others who would gladly give the work to a

trustworthy woman, knowing that she would do it reverently. Her tools would be few—a lawn-mower, pair of trimming shears, a trowel, a couple of good-sized pails, and a watering-pot. Any moderately strong woman could attend to forty lots of this size (the average one) in a week, and earn a sum of $400 in a little less than five months. The occupation would be a wholesome one, and could be used by some one in need of outdoor exercise. I wish some one in Perth Amboy would take advantage of the suggestion.

"AWMO."

AN AMATEUR BAKER

Two years ago Mrs. Mattie Link found herself a widow at twenty-eight, the owner of a small house nearly free from encumbrance, but without income. Her sister would have been glad to receive her with her two small children into her own already large household, but Mrs. Link's independent spirit could not endure the thought of becoming a burden to another, even if that other were her sister. She declared her intention of supporting herself, though she had not then any idea as to how it should be done.

Suddenly an idea occurred to her which caused her eyes to sparkle and her pale face to flush with excitement. A few days later the postman left at many houses cards which from their outward appearance might have been invitations to a reception, but on perusal proved to be a rather unique announcement—"Mrs. Link,

1234 Walnut Street, is prepared to supply bread and rolls, plain and fancy cakes, either regularly or on special order." This was brief and to the point, and had a businesslike air that sounded well.

It happened that some of her friends knew of Mrs. Link's superior skill in this line, and these took occasion to speak of it to others. As a result, several answers to the cards were received within the first few days. One lady wanted cakes for a reception, and didn't like the "soapy" flavour too often found in "boughten" cakes; another had lost her cook, and, declaring she "couldn't abide bakers' bread," proposed to give the new aspirant a trial. The first essay was successful, and within a fortnight Mrs. Link was obliged to bake every day. Using good flour and yeast, and possessing the "knack" that amounts almost to genius, she was able to turn out loaves that were light and white and wholesome. It was real home-made bread, without the unsubstantial and unsatisfying quality so often found in bread which is made to sell, and

her customers were glad to pay a little more for it, both for this reason and "because it went so much further."

It soon became necessary to employ help, and then to enlarge her facilities for baking. Buying materials in quantities, she was able to increase her profits without deterioration of the product. Now, after two years, she has paid off the mortgage on her property, serves many regular customers and as many more occasional ones as her facilities will admit, and could if she would embark in the business on a much larger scale. She dresses herself and her children well, is healthy and happy and prosperous.

This is one woman's solution of the problem.

MRS. H. M. KINGERY.

PROFITABLE GARDENING

THE cultivation of flowers is an occupation which certainly seems more attractive, and quite as remunerative, as most which offer themselves to the untrained woman.

It is better, certainly at first, to devote one's energies to the cultivation of one or two of the most popular kinds of flowers; perhaps violets and carnations, sweet peas and heliotrope, or chrysanthemums and lilies-of-the-valley. Roses, though popular always and profitable, financially, are delicate, and might prove rather troublesome to an inexperienced person.

A small plot of ground will, if properly fertilized, produce large crops of flowers. If one has sufficient capital to pay for the renting or building of a small greenhouse for winter work, so much the better, but a good-sized room having a very sunny exposure will give satisfactory results.

A person contemplating this sort of work should send for a catalogue from a reliable horticultural firm such as Peter Henderson & Company, 35 and 37 Cortlandt Street, New York, or J. M. Thorburn & Company, 36 Cortlandt Street, New York, and obtain from it more detailed information and suggestions than this brief article can give. Henderson publishes very helpful books for the amateur florist, and will furnish catalogue upon request.

The flowers may be sold by regular order to florists or wealthy families who use cut flowers constantly for table decoration, etc. One should be sure to cultivate the best varieties of whatever flowers are chosen, for they will naturally bring a better price.

For the person who is fortunate enough to have a greenhouse, or a very large room, it might be a good plan to house people's plants for the winter, as it would not be very much additional care and would be one more source of income.

Doubtless some desire to earn money who can have neither a room, garden nor

greenhouse, and for such the raising of edible mushrooms might prove a feasible plan, as they require comparatively little care. A fairly large cellar is a good place for this kind of work, and information regarding mushroom culture may be obtained from Thorburn's catalogue. "Mushrooms, Edible, Poisonous, etc.," by Atkinson, gives very practical and valuable information regarding the many varieties.

Mushrooms may be sold at the city markets, or to private customers, hotels and to boarding-houses. The "summer boarder" is apt to be a mushroom-eater.

Although not such attractive work as flower culture, the growing of mushrooms is profitable and has the advantage of requiring much less attention.

JEAN HOLT

THE CARE OF PLANTS

HAVING heard women say that they would love to have house plants and window boxes, but have not the "knack" of caring for them, it has occurred to me that caring for plants might be made a remunerative occupation for one who loves them and has the "knack," which I think is nothing more than regular and careful attention.

We have heard of young women going daily to houses to dust fine bric-à-brac, but I think going daily to care for plants would be an almost new field for women. Rubber plants and palms need frequent baths to thrive well. Even one who has had little or no experience could in a short time fit herself for the work. Excellent "Floral Hints" are given in some of the magazines. A good book on the subject would be all that one would require.

Then, also, there is the care of plants

out-of-doors, in the city back yard, about the suburban house and the country villa for the householder who loves them, but has not the time nor inclination to make them flourish. Most women are by nature better fitted than men for the handling of flowers, and plants respond well to their fostering care.

A woman who can undertake the care of growing plants will be a valuable assistant in arranging floral decorations.

M. P. C.

BUTTER AND EGGS

KEEPERS of boarding-houses and those in charge of houses where many servants are engaged, are glad to find ways of reducing expenses while keeping the quality of food-supplies up to standard, especially if they can do so with little trouble to themselves.

Butter and eggs are necessities. If a woman who wants to add to her income have among her friends or acquaintances some farmers whom she can trust, she can use the following plan, which the writer once used with considerable success.

I went to a number of boarding-house keepers and offered to send to them, as wanted, half-firkins (fifty pounds) of butter direct from the farmer at the market price, saying that if the butter were not satisfactory it could be returned and no charge would be made. A like provision should be insisted upon with the farmer.

My profit came from the difference between the market price and the price paid the farmer, less the expressage, which I paid. He received no more than a commission merchant would have paid him, but was glad to try the plan, because his returns were more prompt and more certain; more prompt, because my agreement with the consumer called for payment for each package as it was received by her—and I, in turn, made immediate payment to the farmer; more certain, because it *sometimes* happens that the market is overstocked, and the farmer's butter has to remain so long on the commission merchant's hands that it becomes unsalable. This plan affords him a sure and immediate market.

The address of the consumer was furnished the farmer, and the package went direct from him to the consumer by express, so that the "middlewoman" had no trouble in handling the goods.

The plan might be expanded by furnishing—to those who wanted it so—the same quantity of butter done up in smaller

packages (one or one-half pound pots), the increased cost of handling calling, of course, for a slight increase in the price charged per pound.

Eggs could also be supplied, these often bringing a set price per dozen for the year. I know of one producer who receives 40 cents per dozen the year round, another (who appeals to a different class of consumers, though his eggs are equally good) getting 25 cents. A guarantee as to the age of the eggs must be given.

Lists of boarding-house keepers and small hotels were procured from intelligence offices, and the clientéle was enlarged as one customer often told of two or three more who would be glad of an opportunity to secure reliable supplies in this way. If one is not acquainted with farmers she could doubtless find them by advertising, or through others who do know them.

FRANCES A. ADAMS.

Many women throughout the country are engaged in raising eggs for market with much success, and we have heard of a number of instances where

producers receive a yearly price varying from 25 to 60 cents per dozen the year round for eggs guaranteed strictly fresh and marked with the date they were laid. The secret of success with this business, which is open especially to farmers' wives and daughters, lies in claiming to supply the best, and in doing exactly what one claims to do. A middlewoman would be of great assistance to the women on the farm, for their secluded lives, as a rule, prevent a large knowledge of city customers. This is a chance, perhaps, for one woman to help many while helping herself.

ENTERTAINMENTS FOR CHILDREN

A KINDERGARTNER who during her training course had decided to undertake work outside the regular lines made a success of putting into practice her original ideas for children's parties. She took full charge of the games for the afternoon, and kept the little folk charmingly occupied and amused, relieving the mother of all worry as to the success of the entertainment. Her programme was carefully prepared, and she interested the children with delightful new games. Her attractive personality won their love, and success was assured from the first entertainment she conducted in a small town. Following her removal to a larger city came several orders each week. She has countless resources, and has made a study of games of all descriptions, which are interwoven with her original ideas to form new games. The children are

always on tiptoe with excitement when it is learned she is to conduct a party.

M. A. DARTT.

A WOMAN UPHOLSTERER

PERHAPS I can help some sister who is looking for a method of earning her own living by describing my own experience in that direction.

About five years ago my "bread-winner" was suddenly taken from me. What property I possessed consisted of our little home with about one acre of ground surrounding it and free from debt, a cow, and a little over $100 in the bank—the beginning of a fund for the future which we had started as soon as our home was paid for. The cow I sold, as I did not want the care of her, and with the $35 I received for her and what I had in the bank I could live for a few months, and in the meantime must devise some way of making a livelihood. When I came to take stock of my talents I became somewhat discouraged, as it did not appear as if I was especially fitted for any

business or profession. In a somewhat disconsolate frame of mind I was one day sitting with a neighbour, who called my attention to the rather dilapidated state of her furniture, which showed the result of fifteen years' use and the attacks of several small children.

"I *do* wish," she said, "that there was some one in this town to do furniture repairing. If I send an article to the city, by the time I have paid the upholsterer's bill and freight on it both ways I might as well have bought new. I don't see," she continued, "how you keep yours looking so fresh and new."

"Why," said I slowly, "I repair it myself."

"How did you learn the trade?" was her next question. And I was obliged to confess that I never *had* learned it, but only used my common sense. When I had a chair to recover I took the old cover off slowly and noticed how it was put on. Then I cut the new one with the old as a pattern, and in course of time I had become quite expert for an amateur.

"Well," said my friend, "if you can do your own I don't see why you can't do mine." And then and there I found my trade. I commenced on her furniture the next day, and she kept me busy for two weeks at $2 per day. We expended $11 for upholstering goods, varnish, etc., and at the end of the fortnight her house was fresh and bright from top to bottom.

I average about 200 working days per year. I buy the upholstering goods from one of the large department stores in our neighbouring city and they allow me a commission. As soon as they get in a lot of new goods of the grades I am likely to use they send me samples. I do my work at my employer's house, generally in some out-of-the-way room, as it is rather dusty work. I also make and hang simple window draperies and portieres; also make chair cushions, head rests, sofa pillows, etc. Every fall I go into the country for a week and lay in a stock of "cat-tail" heads. These I use as "down" for stuffing sofa pillows, making the case of good, strong, unbleached muslin, such as can be bought

for 5 cents per yard by the bolt. These pillows I sell for 25 cents each, or I will make up the buyer's own material for the cover for 40 cents (including the pillow); for a plain cover, simply edged with cord, 50 cents; for a cover with one ruffle, 60 cents; for one with two ruffles, 75 cents.

I have gradually accumulated a small outfit of tools, such as proper hammers, tacks, gimp-tacks, brass-headed nails, a small glue-pot, a wire brush for taking off old varnish, etc. I keep a supply of raffia on hand for repairing rattan furniture, and after tying and sewing all the loose ends, a couple of coats of enamel, and sometimes a pretty cushion in the seat, makes the chair even prettier than when it was new.

Taking everything, odd jobs, commissions and all into account, my earnings count up about $500 a year. My expenses, in round numbers, are about as follows:

Taxes and repairs on house	$50.00
Fuel and light	50.00
Food	75.00
Clothing	75.00
Incidentals	50.00
	$300.00

So that I am able to lay by about $200 a year. The allowance for food seems small—but in these little Western towns living is cheap—and I have over half of my dinners at the places where I work. Breakfast and supper I get for myself, and in summer I make a small garden, where I raise what vegetables I need for the year. I also have most of the small fruits growing. My original "hundred" has not been touched, and I have now nearly $1,000 out at interest. I think if a person has had no practice at such work, $2 per day would be too much to ask at first—until she had gained swiftness by experience—but after that $2 per day is much cheaper than regular upholsterers' prices.

If any one cares to ask for more particulars I will be glad to furnish them.

A WOMAN UPHOLSTERER.

A VISITING NURSE

DOROTHY GRANT stood looking dully down into the street from the height of a five-story apartment.

If there were only something she could do at home to bring in enough money to relieve the stress of their life! Dorothy sighed as she stared out on the uninspiring pavements.

A friend passed on the opposite side of the street, and the sight of a familiar face roused Dorothy from her lethargy.

"Poor Mrs. Dresser," she said, turning to her mother; "there she goes, taking that three-year-old tot to market. She says it's the only way he gets regular exercise and fresh air, for Maggie hardly ever gets time to take him out in the afternoons. I wonder how women manage who live in the city and have little children. It must be awfully hard, with just one servant, or, worse yet, none at all."

Dorothy grew suddenly thoughtful, and her eyes brightened with a new thought.

"Mother," she cried, "I was just thinking there must be plenty of women in just Mrs. Dresser's position if only one could reach them—women living economically in little apartments, who can't afford nurses nor the time and strength to substitute themselves as nurses. To just such women I should think it would be a perfect boon if some nice, reliable, cultured girl would take the children out every afternoon for two or three hours. I believe I'll suggest it to Mrs. Dresser. *I* could do that. Suppose I managed to get several children within a few blocks of one another —I could take them out to the park for at least two hours in winter and longer in summer and fall. I am devoted to children, and then there is my love of botany and birds. I could interest them in the natural sciences and give practical illustrations to my lectures." Dorothy laughed delightedly.

Mrs. Grant only smiled sadly. "It wouldn't pay you, dear. If your patrons

can't afford nurses they certainly can't afford to pay you a price that would at all compensate you for your time and labour."

"Yes, but they *could;* that's just it. Say I charge $1 a week to take each child out every afternoon for three hours; calling for them, and taking them home. I could easily get half a dozen children, within a very short distance of one another, and there you have $24 a month—easy, healthy work, and I'm home all the morning with you."

"But," objected Mrs. Grant, "what would you do when the weather was bad?" Dorothy thought a minute. "I might bring those who could weather the storm over here for two hours and read to them and play games."

The next morning Dorothy started forth, fortified with letters from Mrs. Dresser—who was delighted with her plan —introducing her to some friends who had children. Her general air of culture and refinement, and her obvious love and sympathy for children, endeared her at

once to the mother hearts, which welcomed the idea of having their little ones under the responsible care and the influence of a gentlewoman. Dorothy's first day's work netted her eight little "customers," at $4 a month.

So every afternoon eight happy children walked and played in the park, and eight relieved mothers enjoyed a sense of peace and rest that had not been theirs for many a day. An hour of each afternoon Dorothy devoted to telling the children charming little stories, which revealed all sorts of delightful secrets about the birds and trees and flowers of their daily walks.

The visiting nurse proved such an unquestionable success that she soon had more children than she could well care for, and was obliged to limit her patronage.

At the end of the first month each mother declared she "would not have a nurse now for anything."

ANNIE HAMILTON YEAMAN.

A VISITING CHIROPODIST

"Do you know," asked a woman of my acquaintance, "what I would do if I were suddenly deprived of a means of support? I'd be an itinerant chiropodist!

"My idea is to go about from house to house, with the object of securing a regular class of patrons among the feminine members of well-to-do families.

"I think I am safe in asserting that the majority of women are afflicted with corns, and that there are but few of this majority —I refer to those in good circumstances, of course—who do not occasionally employ the services of a professional chiropodist.

"The reception-rooms of the professional are not in the residence districts, and as a rule are very unattractive.

"Such service would be in much greater demand if it could be secured in the privacy of a woman's own home and be rendered by one of her own sex.

"It is understood that one must be endowed with good common sense, to begin with, and would need have, in addition, an intimate acquaintance with the small infirmities of the feet, as well as a knowledge of the proper treatment for each. Such knowledge can be obtained in a very short time by acting as assistant to an already established chiropodist.

"One could carry everything needful in a small hand-satchel. A few necessary tools —a pair of scissors, a file, a scalpel or sharp penknife, and a bit of sandpaper. Then, for application, some good plaster and two or three bottles of soothing lotions and unguents such as will recommend themselves to those who have profited by their own sufferings. Really," waxing enthusiastic, "I don't believe it would take long for an enterprising, intelligent, tactful woman to establish a select clientele."

GRACE HASTINGS.

NOTE.—To practice in New York one must belong to the Pedic Society, which means the payment of dues, etc.

BABY LINGERIE

THE coming of the baby is heralded with great joy by the expectant mother, and yet with all her happiness is a grain of alloy, for the little layette must be thought of and thoughts alone will not suffice. The beautiful muslins, the dainty laces, the soft flannels must not only be purchased, but there is the making.

Just now, when there is such a fad for *hand-work* on these dainty outfits, the *making* is indeed a problem. It is not difficult to find a seamstress by the day, but what can you say of her *hand-work!* She can tuck and gather and hem—if you provide her with a machine—but what of her needle? I believe that if it became necessary for me to earn all or part of my daily bread I would take up the work of the making of these dainty little garments.

My plan includes not only the helping

of myself alone, but several, perhaps many, others.

Among my acquaintances are several young girls and women who have decidedly slim purses, and yet who do beautiful handwork, embroidery, sewing, etc. They are not competent to do dressmaking; they are too proud or not strong enough to go into the stores or shops, or are perhaps needed for a part of the day in their homes. These women would be delighted to use their talent in a quiet way in their homes, or go—with their needles—into a private home. My plan would be to solicit and arrange the work; to execute part of it; and to hire these women to do other parts according to their abilities. Thus it would be possible to plan and execute a perfect and beautiful little layette in a short time. You will perhaps say that such an outfit will cost a small fortune, and how many women would be willing to pay the price?

Several women among my own friends, who are now sending several hundred miles to various convents for just such

work, would be only too glad to have it done nearer home.

Perhaps the *whole* outfit might not always be desired; it might be simply a beautiful baptismal robe, a dainty bonnet, some hand-made bibs, some warm booties, heavy leggins, hemstitched bonnet strings, or any one of the numerous little things to make the baby comfortable and beautiful. A few such things might be made up and kept "in stock" for the "emergency gift." As the business grew perhaps a little shop might be opened, and materials for the construction of the wardrobes be kept for sale. I believe it could be made an undoubted success, especially in a city.

ELIZABETH HAGUE LINCOLN.

THE CHILDREN'S CLUB

To extend home amusement for children after school hours a woman with leisure suggested that two rooms in her house might be arranged as "club-rooms," with books and games galore, and the yard fitted up with swings, spring-board, see-saw, and other contrivances for outdoor amusement. A set of rules would be made, and children forced to adhere to them; any one having an unenviable record for rudeness or naughtiness of any kind would be expelled. If made attractive, children would take pride in belonging to a "real" club and in earning the money for membership.

ELIZABETH LEGARE.

BLUE CLOTH PHOTOGRAPHS

BLUE photographs printed on cloth are now in great demand for sofa pillows and numerous fancy articles.

When bought from professionals or in the stores these prints are quite expensive, while the actual cost of making them is very small.

The formula for sensitizing cloth for photos is as follows:

Citrate of iron and ammonium. . . 1⅞ ozs.
Potassium ferricyanide. . . . . 1¼ ozs.

Dissolve each chemical separately in eight ounces of water and mix the two only just before using; float the white cotton or linen cloth in the liquid until saturated, then wring out a little between two sticks and hang up in a dark place to dry without rinsing.

The chemicals for this formula cost about twenty-five cents and will sensitize enough cloth for nine or ten pillows, if you do not

waste too much while dipping the cloth by not wringing it out enough. Be careful to keep your hands out of the liquid if you have any open sores, as the chemical is poisonous. This work must be done by lamplight, never in sunlight. You do not need a dark-room lantern, ordinary lamplight being sufficient. The best kind of cloth to use is fine cambric. After the sensitized cloth is dry it is ready for use, and should be packed away in a light-proof box, as light will soon spoil it if it is exposed.

Select a bright, sunny day to print. Cut the cloth the size of the negative you wish to print from, and put in the printing-frame as you would any other print. Print until details are clear. After the cloth is printed, rinse in three waters scalding hot, then let stand in clear cold water for a few moments, after which iron dry between sheets of paper with a moderately hot iron. If you print the photos the size of your negatives it will take less than half a yard of goods to make a good-sized pillow. They can be joined in any style

fancied. If you wish to print the pillow top all in one piece you must have a printing frame made, with a glass fitted the size you wish your pillow. Arrange your plates in the frame the way you wish them; then cut a mask from dark paper, cutting out the spaces where the negatives are to print, lay it on the negatives, put on your cloth, and print. In printing this way you will have to time your negatives, and if some require longer printing than others, put a piece of dark paper over the thinner ones until the more dense ones have finished printing. To get an artistic arrangement in this style of printing you will perhaps have to cut the corners from some of your negatives to make them fit closer together and so avoid awkward spaces.

MRS. J. H.

CONVALESCENT CHILDREN

WHEN a child is recovering from an illness the days of convalescence pass very slowly, and the mother is at her wits' end to know what she shall do to help the little patient "to pass away the time." If a bright young woman could come in for an hour, with a sweet smile and some new and interesting diversion, the little patient's pain would be softened and the day shortened.

Some knowledge of simple puzzles and songs and kindergarten methods are an aid.

As to charges, they, of course, would vary somewhat with the locality, but should be by the hour.

One should secure work of this sort through physicians and trained nurses in cities or large towns.

J. E. BAKER.

AN INNOVATOR

WOMEN are often at a loss to know what to offer their guests in the way of entertainment. It seems to me that any woman with a streak of originality in her make-up could do something "worth while" as an "Innovator" (one who introduces novelties.

First, let me say that a high school education would give a firm foundation upon which to work; but at the very least the Innovator must have a good, thorough grammar school education, for it is essential for her to use good English, to write, to spell and to punctuate properly, and to figure correctly and to the best advantage. Most important, however, is originality and the knack of developing unique ideas from little "straws" of thought or suggestion. She must be able, if asked to do so, to write for the papers a description of the party she has planned.

Never destroy a rejected plan of an entertainment; the whole or part of it may be available at some future time. Do not submit the same plan to two patrons unless they are widely separated.

An Innovator might charge $2 for simply planning and thoroughly explaining the affair in writing.

For $3.50 the Innovator might write and send the invitations (not including stamps, however), purchase or assist in purchasing the prizes and see to the rental of tables and chairs.

If the presence of the Innovator were needed during the entertainment a charge of $5 might be made for services.

FRANK BENJAMIN.

FUDGE-MAKING FOR A LIVING

It may seem frivolous and impractical to people who do not know the immense amount of money Americans invest in confectionery in the course of a year, but it has been proved that just this one branch of the candy business, fudge-making, can be made to pay a good profit. It is a business that a woman can do at home and it will not require all her time. But the fudge must be the best; it must be made promptly and carefully delivered; and, what will seem hard to many women, there is a business end to it which requires attention and much perseverance, and there may be many disappointments. The hard thing here, as in all lines of business, is to work up the market; but with a good article this can be done.

To show how the fudge business can be carried on it will be best to give a practical illustration of what two women have

already done even in New York, where, it is true, they have a larger market than in a small town, but where they also have more competition, for all the best confectioners in the world send their sweetmeats to the metropolis.

It was entirely by accident that this business was begun. In the first place, the family hardly knew what fudge was. One day, after an illness, the mother had a craving for something sweet, and was told by her physician that she might have fudge of absolute purity. A young neighbour brought in some of the dainty, and the next day was invited by the delighted recipient of the gift to show her how it was made. So she learned to make it and was most successful at the first trial.

It was during the following summer, at a small family hotel in the country, that the first step in the business was made. Starting on a secret shopping expedition, she brought back some mysterious packages, and soon a delicious odour of cooking chocolate stole through the house. The

mystery of the packages and odour was solved when the fudge-lover appeared from her room with a big dish of fudge, which she offered to the guests. They were delighted and the next day she made more. Then began a fudge furore in the hotel, and it spread to neighbouring places.

People would not accept it as a gift, and finally begged as a favour that they might be allowed to pay for it. The successful cook consented, the new business flourished, and summer people drove four and five miles to buy fudge. During the two weeks of their stay at the hotel the daughter made $15 or $20.

When the family went home they carried the memory of this new venture, and the daughter, who has a clear, business head, made a proposition. Wouldn't it be a good idea if she tried to place fudge in some of the department stores? Mother and daughter thereupon visited one of the large stores with samples of fudge nicely put up in little boxes and left them with the buyer to try. When they called again they were given a sample order for twenty-

five pounds. The large order was as satisfactory as the samples had been, and the same shop has been buying fudge from the family ever since; and before she was married the young girl had made $400 clear to put into her trousseau.

It will be of practical assistance to any one attempting anything of this kind to know that in cooking their first large order a mistake was made. No amount larger than two and a half pounds had been made before. This time they tried two lots of eight pounds each, failed with both of them, and lost their material. They say now that they would know how to put a lot like this back in the kettle, thin it with a little cream and so save the materials. That is one of the things to be learned by experience. After that they never made the fudge in more than five-pound lots; they do not believe that it can be made in larger quantities and still have the delicate, creamy consistency which has made their fudge such a success.

They took some to another department store. After three months they were given

a sixty-pound sample order, and their fudge was placed here as well. Sixty pounds is the largest order they ever receive at a time. Since then they sell their fudge in several different places, but it is not generally known, for many of the stores have their own candy manufactories.

From the one recipe for chocolate fudge first given them the mother and daughter have evolved others until now they make five kinds—chocolate, vanilla, maple, nut and fruit fudge, made with candied fruits. They use the very best materials—table butter, cream, sugar, vanilla and chocolate.

They are able to buy these articles at wholesale price, though they cannot obtain the discount given to large manufacturers. Milk costs them little, though they pay the full retail price for cream, and they buy the best vanilla by the gallon. They sell their fudge for thirty cents a pound, and calculate that this is a profit of fifty per cent., not counting the time and labour. During four months that the daughter was away, the mother, working alone, estimated that she made $175, giving perhaps

two hours each morning for three days in the week. Both say they are positive that if one could market all the fudge she could make, one could realize considerably more than $25 a week, and work only mornings.

They have not cared to enlarge the field of their work as they would if they were dependent upon the money. They had an opportunity to place their fudge with the railroads, but that meant such a great amount of work, with the extra expense of buying and filling boxes, that they would not take it. They take now only what orders come to hand.

Fudge is one of the most difficult confections to make properly, for it requires much experience and judgment to bring it to the proper consistency. If it is not just right, putty and lead are not to be compared to it. It is also difficult to keep, though now they have learned to keep it fresh for a week. It must also be handled with care, and delivered personally; it would be ruined by the rough handling of an expressman. After blocking it they put it between sheets of tin, protected with

oiled paper, tie it in small packages and carry it themselves. This is a small thing, but the success of the business depends upon small things.

M. A. TAFT.

130 First Place, Brooklyn, N. Y.

REPAIRING TOYS

An enterprising woman might in a short time make a fair income by repairing dolls and their clothing, and toys of various kinds. She would make her business more profitable, it seems to me, in a city or large town.

C. C. Treadwell.

SHAKER CLOAKS

THE seeker in city shops, great and small, for a sleeveless cloak which is good of material, simple of shape, careful of make, long enough to cover the gown, warm enough to serve as a winter wrap without other outer garment, searches in vain. "Old lady capes" there are—depressing things, trimmed with jet or cheap fur, or dingy, dusty folds of silk or velvet. And there are handsome wraps beautifully and elaborately trimmed, and there are "waterproofs." But the simple garment (of the price of $18 or $25) does not now exist. It can be obtained, however, in a wonderfully becoming though simple shape at the Shaker communities in America. It is the "Shaker cloak," adopted by the founders of this religious sect over a hundred years ago. It has never since that day varied in shape. Shaker women have worn it made from

the blue or butternut homespun of their own manufacture; but since "the world's people" have bought these cloaks and found them good the Shakeresses manufacture a few from worldly stuffs. An establishment in the city for making these cloaks, if properly advertised and started, would be most profitable. A few sample cloaks—a white broadcloth for an opera wrap, a black cloth for "an old lady cape," a scarlet or green cloth for golf, and ample samples of cloths of best qualities and different weights, would necessitate but a single showroom. These cloaks are charmingly picturesque for children. Much of the work could be given out, and no sweatshop prices need be paid. These cloaks would fill such a constant want that I am confident of their being profitable, and would not hesitate to place capital in such an enterprise were capital needed, but it is not.

M. PITMAN.

A BARGAIN COUNTER

HERE is a very good way for a woman who has but little capital to secure quick and sure returns. Send for remnants to manufacturers of prints, mulls and fine muslins. These sometimes come crushed in barrels or boxes, and at a very small cost. They can be pressed and sold at a low price and yet give good profit. I know of two women who are carrying on this business with great success. They sell both at wholesale and retail.

E. E. W.

SWEET HERBS

To the woman who possesses an "old-fashioned" garden, with the row of sage, thyme, summer savory, sweet marjoram and parsley, and with also a moist corner where mint is growing—or would grow by sowing a few seeds or planting some roots—a steady income could be assured.

Most butchers would be glad to supply, and the housekeeper more than glad to get, the proper bouquet of herbs delivered with the meat, poultry or game for dinner.

Mint is especially good with lamb, but it is often difficult to obtain, even in the dry state, which is not to be compared with its delicious flavour when it is first taken from its moist bed.

The original outlay would be very small, and as the plants really care for themselves after they become established, whatever price one received would seem to be all pure gain.

By securing orders from several butchers a "handkerchief garden" would cover a multitude of small household expenses.

"This plan is well worth a trial" is the verdict of a butcher.

M. E. ANABLE.

INVALID COOKERY

A WOMAN could earn a good living in a fashionable health resort if she would open a small shop for the sale of invalid cookery, making a specialty of beef tea, clam broth and kumyss. It requires an intelligent and conscientious woman to prepare such articles, for the ingredients must be of the best quality, and will be expensive even when purchased in large quantities, but the remuneration will justify the outlay, and when she is once established the medical profession will recommend her to their patients, who often find it impossible to secure these articles, properly prepared, at their hotels or boarding-houses.

H. E.

A GENERAL TRAVELING COMPANION

EVERY railroad should employ in its coaches a Ladies' Companion, whose duty it should be to seek the timid, lonely or sick woman traveler and to show her that she is ever ready to be responsive to her demands, whether it be for conversation or for medical treatment. Many a woman, endowed with money and a desire to see the world and the things thereof, but with not enough income to employ a traveling companion, would hail with delight such an adjunct to the pleasures of travel. Nothing is a greater tax on the nerves of a timid woman than to feel herself alone in a crowd. To be met at the coach door by a smiling sister woman, strong in her sympathies for those less strong physically than herself, to be made to feel that at short intervals she would be blessed by her kindly attention, or that in case of sudden

illness there is one present who will be responsive to her call—these things would entirely eradicate from her mind all fear of lonely travel and permit her to make it, what travel should be to all, a health-giving and pleasurable enjoyment. Such an introduction would be a fine-paying investment for railroads, as you will frequently hear ladies say that they would travel often if it were not so lonely. By all means let us have on railroad coaches that which is necessary to the comfort of the timid traveler—a Woman's General Traveling Companion. What woman will undertake to prove to the railroads the value of this suggestion?

MRS. EVELINE SPOONER SHULTZ.

THE OILING OF FLOORS

(Work for a Muscular Woman.)

MRS. GORDON was at her wits' end to devise some scheme whereby she might earn some extra money. She could not sew nor do any of the things women do to earn money. She was muscular and strong, but it was impossible for her to leave her family to take a position where such strength would be required. One day a friend told her how nicely her German girl had stained and oiled her kitchen and bath-room floors. "And, my dear, I am going to take up the dining-room carpet and have that floor done, too; it is so much cleaner. We just wipe them every week with a soft cloth wrung out of tepid water, and about every six weeks have them oiled again. The floor should be freshly washed and dry, of course, before starting to oil. Gretchen simply slipped an old dress skirt over her other clothes,

put on an old pair of kid gloves (though rubber ones would be better), and it took her only three-quarters of an hour to do the entire kitchen floor, a large one as you know. The stain must be rubbed in hard by hand; it must not be applied with a brush—that will ruin the entire effect; it must be applied with a good-sized clean cloth, cotton or woolen, but rub, rub, rub, if you want a good result. Without carefully observing these simple rules your work is wasted."

"What is this marvelous compound?" asked Mrs. Gordon.

"It is boiled linseed oil, mixed with cherry red paint—not stain, remember, but paint—to give it the right colour. One-fourth of a fifteen-cent can of cherry red mixed thoroughly with one pint of boiled linseed oil is the right proportion; that ought to do a 10 x 12 room."

"I think I will make a business of it," said the muscular woman.

"Be sure to try the stuff first on a clean board in order to get the right shade; some people like quite a deep red and others like

it paler. You must not forget the fact that the floors may be walked upon as soon as the oiling is done and that you must rub hard."

When Mrs. Gordon's friend called again she was greeted by a very smiling woman, who explained the cause of her apparent happiness.

"It is all due to your excellent advice. I have been oiling floors, as I said I would, and every one is delighted at being able to make a pretty, cleanly, artistic room out of a dusty place covered with carpet. I have about all I can do. Last week I earned $12. It is so easy—simply child's play to me."

"But tell me, how did you begin?"

"Well, I stated my plan to the housewife, then begged to be allowed to oil a bath-room or closet floor, free of charge, as a sample of the work; it brought me one or more rooms to do every time. Of course, the floors must be newly washed for me, and absolutely dry before I begin. I furnish my own material, mixing it at home, and I carry it about in bottles in a

satchel. I pour it into any old tin or bowl the family happens to have, always stirring well. For a room about 12 x 15 I charge $2.50 for the first application, but at the end of six weeks I ask but $1.25, and that is all I ask for the future: larger and smaller rooms in proportion. All my friends are telling people of it, and I receive quite a large mail every day. It's a success by all means, and I wonder no woman ever attempted it before."

And the writer wonders, too, for she knows how easy it is.

LAURA LAVENDER.

THE SERVANT QUESTION

A TACTFUL woman can aid housekeepers in the overwhelming question of domestic help by this method:

1. Let her take from the daily papers a list of "help wanted."

2. Let her write these advertisers that she will call on them and learn just what kind of a servant is required and the fullest particulars regarding wages, duties, etc., and let her tell her prospective "customer" that she will personally visit the different intelligence offices, interview the prospective help, settle all details, and make the engagement; and for this service she will charge one dollar, or, in many cases, a larger sum would be paid for a satisfactory servant. In other words, let her take the responsibility of procuring good help and of looking up references and settling all details. The worried housekeeper will

appreciate this assistance, and a pleased "customer" would add many to your list, and eventually a large clientele could be established.

Probably the best way would be to have a little circular printed for mailing to all who advertised for help, and in this case particular stress should be laid on the fact that you would personally investigate and interview all help, with the idea of supplying the right servant in the right place. You would not necessarily find your patrons among the wealthy. The woman whose husband has a fair income, who keeps but one servant, and whose children demand her time, cannot get around for days to visit intelligence offices. Your services would be most valuable to her. After awhile put a modest advertisement in the column of some daily paper, and you will find many desperate housekeepers writing to you for aid.

Later you will find that you will acquire an acquaintance among the intelligence offices, and some will gladly pay you for

your influence upon your clients—that is, for obtaining your help from them when they have what is suitable. Later, get acquainted with some respectable coloured family having relatives in a nearby place in the South, and write there telling that good girls can find places in the North. You will find many who will pay their expenses in coming from their homes, if well recommended.

The foregoing is only the groundwork of the plan, which may be developed into a self-sustaining business by a bright woman who will conscientiously take up the hardest burden of the modern housekeeper and help her carry it.

In my household, when it is necessary for the intelligence offices to be visited, we telephone to a working-woman's home and hire some educated girl (usually a stenographer who is out of employment) "to scour the city" for the right kind of a servant, and *it has been a success*, when repeated advertising and personal visits have failed.

Of course, if you can put a few good reference names on your circular your start will be more rapid, as confidence will at once be inspired.

MRS. FREELAND JEWETT.

MONEY IN FROGS

BECAUSE of their patience, determination, application and painstaking care, women should be foremost in one particular industry, that of rearing animals of various kinds, either to be used as pets or for food or fur.

Women from country places and interior towns, attracted to the nearest large city by the possibility of finding employment, would far better remain at home and make a specialty of some enterprise for which they are more fitted. Conducted in some quiet place, away from the mad bustle and strife of city life, they have ample time for household duties and leisure—are exempt from insults, bickerings and domineering employers. The work is not arduous, and when conducted on a large scale the heavy labour can be performed by the men of the family or by those hired for the purpose.

Raising frogs is no work at all, and suitable land—wet and swampy, or land surrounding a pond—usually can be used for nothing else.

Frogs' legs are always in demand, frequently at surprisingly large prices, as they are considered a great delicacy.

MRS. WM. H. MARTIN.

SELLING HERB SEEDS

A HUNDRED years ago the scant advertisements of the little weekly sheets which then filled the place of our vast newspapers always contained a few notices of fresh stocks of seeds and bulbs for sale by seedswomen, who seem generally to have been widows, as well as snuff-sellers and bonnet-makers.

I would make for women to-day an adaptation of the seed-shop of old by selling the very seeds sold of old. There is to-day a wonderful demand for the seeds of old-fashioned flowers and herbs. It is almost impossible to secure, even in England, ample store of seeds of old pot-herbs, and Shakespeare's "nose-herbs"—rosemary, rue, dill, fennel, lavender, burnet, borage, comfrey, lovage, sweet cicely, costmary, sweet basil, balm—are obsolete here. Even southernrood and ambrosia are hard to obtain. People are eager to

plant herb-gardens like that of Erasmus: "Nothing here but sweet herbs, and choice ones, too, and every kind in a bed by itself." Shakespeare gardens also demand herbs. If to the herbs are added old-fashioned roses, such as the blush rose, the damask rose, the York and Lancaster, the fairy rose, the cabbage rose, the musk rose, Little Burgundy, and Burnet-leaved rose (all so difficult to obtain), the income could be doubled.

ALICE MORSE EARLE.

Some woman who knows of an old-time garden could put this knowledge to good use.

EMERGENCY MENUS

As a rule, when one is without help friends are passing through the city and would "so like to come up for luncheon." What a relief to be able to go to a woman at such a time and select number one, two or three of her menus, and feel confident that everything will be all right!

I should have cards printed something like this:

"*Mrs. Blank will cook and serve a dinner or luncheon at your home. Menus and list of materials required will be furnished upon application. For serving six people or less, dinner,* $2; *luncheon,* $1.50."

A half-dozen or so menus should be prepared, and from them should be made lists of materials and amount of each required, even to the seasonings. It is then the duty of the employer to see that every article called for is on hand at the specified time. Any woman competent

to undertake this work could easily arrange menus requiring at the outside not more than three hours' time to prepare.

FRANCES T. GILBERT.

HOW THE OLD HOME WAS SAVED

Two women were left in middle age nearly destitute and dependent upon their own resources. They came of an old aristocratic Southern family, wealthy for generations and prominent in the best society of a Southern city. Only the old home was left to the two sisters. It was a beautiful mansion, richly furnished after a bygone fashion, and containing stores of valuable silver, china, bric-a-brac and furniture. The owners could not bear even the thought of selling it. It seemed like desecration. They anxiously considered all the ways and means of livelihood open to ladies of their kind. Letting lodgings or taking boarders seemed a profanation of their home, as well as inexpedient because of their own unfitness for such work. Sewing or embroidery they were totally ignorant of; also of all domestic work. Neither had any capacity

for business pursuits, or any knowledge of them, either. Although finely educated, they were not fitted for teaching. There seemed no way for them to earn a bare living.

But a chance caller gave them an idea. She deplored the lack of a club-house for women of the style of the best men's clubs. That was enough for these perplexed ladies. They instantly set to work to make their home into such a club-house. They visited their friends, the ladies of society, and found them all pleased with the idea and ready to join in membership for the club-house. Each lady paid a large sum for the privileges of the club.

The old home, in the respectable part of a large city, became an ideal club-house, with its stores of valuable furnishings. The servants, trained by years of perfect service, and full, moreover, of loyal love for the "family," were ideal also. And the two ladies were always ready to dispense hospitality with graceful tact.

The Hawthorne Club-House became a popular place, patronized by the best

society. Here its members could meet at any hour of the afternoon or evening and have light refreshments if desired, served in the most dainty manner. Here they could entertain their friends or even give small parties.

And the owners of the house not only saved their home intact, but made a handsome income and provided a social need.

Many a beautiful old home in some large city might be thus saved from degenerating into a second-rate boarding-house or into a tenement house by being turned into a club-house. And many a penniless woman might keep her home and make her living by following the example of these two.

SARAH ENDICOTT OBER.

FUNERAL DIRECTRESS

(*Little Sister of the Rich.*)

WOMEN have entered almost all possible lines of business, and have shown themselves capable, even in competition with men. The field of work I propose is a broad one, but it needs much delicacy and tact in the handling. A woman to succeed in this must be a lady of good birth, breeding and education. She must have executive ability and original ideas, good taste, and, above all, tact.

If a first-class undertaker, who, having wealthy patronage, can secure the services of such a woman, his success is assured, and she is worth from $75 to $100 per month.

Her duties are: when the order comes, a carriage takes her at once to the house of mourning, where she gets all in readiness for the undertaker, such as sheets, towels,

water, soap, finds situation of bathroom, and what the household consists of—taking general charge. When all is completed, embalming done, and the undertaker has all details well arranged, he leaves her in charge.

She is at the disposal of the ladies of the household to shop or to write letters, or to be of use and comfort in any way most needed. And on the day of the funeral she acts as hostess, dressed in black broadcloth, muslin collar and cuffs. "Madam" thus stands between the family and the world. She arranges flowers, lights and furniture to the best advantage. At such times the family are useless, and the misdirected though kindly meant assistance of friends is a hindrance rather than a help.

Such a woman would be to a family bereaved as great a stay and blessing as the presence in a sick-room of a professional nurse. She can expedite matters for her employer in many ways, such as waiting for the ladies to dress or get ready to receive him; perhaps they are

ill or in bed—a woman can go right in, while he now has to wait, consequently losing valuable business time.

JEANETTE YOUNG.

SOUP STOCK

FEW women realize the profit there is in selling soup stock. Make arrangements with your butcher for all the scraggy bits of meat and good soup bones he has left each day. Make these into stock, put up in jars and label neatly.

You can get the butcher to sell on the share-and-share-alike plan, which has proved so remunerative to the woman who earns money at home.

In this case the outlay is nothing; there is no worry about sales. There are many persons very glad to buy soup stock who will willingly pay a reasonable price for it. This work can be done by the woman living in the country as well as her city sister.

MARGARET ALLEN.

STOCK MAKING

At the present day women desire fancy neck-stocks for nearly all their high gowns. They are tedious to make and are seldom supplied by the dressmaker. A woman who can hemstitch, make French knots, with some simple lace stitches, can at present have constant employment making stocks to wear with special gowns. An advertisement in a newspaper should secure two or three customers, who would tell others of her specialty. This advertisement should state that the worker will use ladies' own material; will utilize the smallest bits of lace and embroidery on silk or linen (such as old undersleeves, capes, etc.); will make stocks to match any gown, and of any material; and will shape and embroider in entirely original and novel designs. She could add to this the making of undersleeves and cuffs to match if desired.

A. C. Clary.

THE PACKAGE DELIVERY

An occupation which will recommend itself to a woman of practical business ability is the package delivery. It requires no capital, can be conducted personally, or boys can be employed under supervision. Of course, as business grew, a vehicle would be required.

The case of a woman who was left a widow with two boys, one ten years of age, the other fourteen, will show what may be accomplished by pluck and purpose. She owned the cottage in which she lived, but had not a cent of income. Summoning her resolution, she went to the merchants of the place and laid her plans before them. The groceries and the two large department stores which the little city contained of course had their own systems of delivery. But the clothing, millinery, drug and book stores were the field from which she drew her patrons.

A few of the merchants contracted for a monthly sum, others paid at the rate of ten cents per package without regard to size. During school hours she attended to the deliveries herself, her sons assisting in the work in their leisure time. At the end of the year she had worked up a profitable business, having purchased a horse and wagon, and now lives comfortably on her income.

MRS. ALMA A. ROGERS.

BAKED BEANS

THERE must be hundreds of men and women from New England in the larger towns and cities of the Middle and Western States who long for the baked beans of their childhood more than they do for mother's pies. Now why can't some woman bake these beans in New England style and furnish them Saturday nights or Sunday mornings to the exiled Yankees! In Boston the bakeshops cook them in large quantities to retail by the quart or pint, or they bake them in little pint pots with a small piece of crisp brown pork on the top and send them out to their regular customers in this attractive shape. They are specially desirable cooked in this way for small families, for dwellers in apartments, or for the many students and workers who live in lodgings and provide some of their own meals. The woman who would undertake this work must get a line of customers

before beginning. She would need but little capital, the bean pots being inexpensive and the pork and the beans not necessitating a very large outlay. At first she could cook them at home. When her customers increase, as they will if she sells the real Boston baked beans, she can arrange with some baker to cook them after she has prepared them. She will not make a fortune by this business, but can add to her pin money very materially.

F. S. HUNT.

BUY OLD NECKTIES

A NEW way for women to earn money is to buy old neckties and renovate them. One little old lady I met some time ago was in this way making a good living and paying for a home. She has a stock of stylish new ties to exchange for old ones, or she pays cash. She travels all over the country and in each town finds many people glad to sell or to exchange their old ties. These ties are ripped apart, steamed and scrubbed, and put together again. After being cleaned and pressed they look as good as new. These ties are sometimes sold to dealers in the smaller towns. This enterprising little woman also renovates ties for people who don't care to sell them.

MARGARET ALLEN.

NATURAL PHOTOGRAPHS OF CHILDREN

THE stock in trade for this venture is a good photographic apparatus. The fitness for carrying it out depends on the clearness and artistic capabilities of the venturer. Station yourself in a public park or playground or a quiet street in a large city; select some passing child, take an instantaneous, unposed photograph of her in some characteristic attitude, with natural happy expression. A few days later send a print of the photograph to the parents, calling attention to the natural pose, the individuality, the happy expression of the photograph. Accompany this with an offer to make a half-dozen or a dozen copies for a certain sum. A picture of the baby in his little carriage, the boy spinning a top or flying a kite, the little girl leading her dog or playing in the snow, appeals immediately to the grown relatives of the

children. In the park or in a small town the natural adjuncts of flowers, trees, etc., offer opportunities for pictures of striking beauty. The first print may be a blue print or an unfixed photograph which will fade on exposure; but the woman who invented this scheme of money-making always sent a good clear print, believing it to be more alluring and showing more confidence in securing an order. She told me that scarcely two of every ten photographs were offered in vain. Her profits were astonishing, and the original order often led to many succeeding ones. Often the nursemaid also wished her photograph taken; and in one household the operator had a profit of over thirty dollars from photographs of the house servants and twenty dollars more from their friends. Her work was not confined to parties of children in families of moderate means, but folks of great wealth bought the copies with much interest. The very poor preferred the photographic gallery, with its stilted formalities, even at a higher price. One touching incident was her sending to

a house a picture of a beloved little child who had died suddenly three days after the photograph had been taken. The gratification of the parents in this unexpected record of the last days of their lost child can well be imagined.

ALICE MORSE EARLE.

A CELLAR GARDEN

Most of the expedients women employ to earn a little money without leaving their homes are labourious and very poorly paid. Here is one which, although not new, offers good monetary results.

A lady in our city makes considerable pin money by growing mushrooms in her cellar.

As mushrooms are essentially a winter and spring delicacy, she begins operations in October, so as to have a crop ready before Christmas. Of course, by having several boxes planted in succession the crop will continue until spring. The chief difficulties in the way of mushroom culture are in not having the manure, which is mixed with the earth, sufficiently prepared; in having the boxes too wet, and in not removing the root of each mushroom when it is gathered. This later will prevent other mushrooms appearing. The

mushroom grower must also be careful about the ground used, as that taken from damp places, beneath trees, etc., may be already loaded with the spawn of a useless, or, worse still, poisonous variety.

Common soap boxes with the fronts removed form a simple basis to start on. The earth should be about sixteen inches at the back and slope down to ten inches in front, as this allows more surface room.

The spawn (procurable at all seed stores) is broken into pieces about three inches by two inches, and planted about nine inches apart in every direction. After planting, the whole mass must be flattened down firmly and covered with earth two inches deep, which again must be flattened down, and then covered with a light litter of straw. If possible, the beds should never be watered, only the litter should be dampened.

When ready for the market, this enterprising woman sends them to a large fruit store in her neighbourhood, where the merchant finds an easy sale for them.

This is an industry which takes almost

no outlay and very little time, and there is a good market for the product. In fact, I am told the supply rarely meets the demand, and the price frequently reaches one dollar a pound.

From a simple start of this kind one citizen has enlarged his business until lately he has built special premises in the suburbs and now has a large trade. Of course the wise woman will commence with only one or two boxes until she learns by experience how to obtain the best results.

ANNIE HUNTER.

THE NEW YORK EXCHANGES FOR WOMEN'S WORK

WHEN one hears that a family of little children has been clothed all winter by the sale of corned-beef hash alone, one is apt to laugh with a touch of unbelief. There is, however, but one general qualification necessary for the sale of any article through the various exchanges for women's work, be it corned-beef hash or pies, needlework, painting or weaving, and that is that it shall be good. In this instance the hash was remarkably good.

In 1878 Mrs. William G. Choate put an idea of hers into practice, with an "exchange," consisting of a table three feet square, with a few standard fancy articles. The outcome of that experiment is an institution with a business of about $80,000 a year. And from this "New York Exchange for Woman's Work" have sprung about ninety others all over the

country. Three of these (exclusive of those connected with the Young Women's Christian Associations) are in New York City, each one being entirely separate and independent. Mrs. Choate, the founder, has devoted her life to the furtherance of this great idea, and has helped many exchanges in different towns to gain a foothold, in many cases personally superintending the début. London, Paris, Berlin and Glasgow have followed the example, now having flourishing exchanges.

THE GENERAL WORKINGS OF AN EXCHANGE

All of the exchanges in this country are worked on the same general plan, and not one of them is entirely self-supporting, with the possible exception of one or two in the Middle and Western States, which have developed large general restaurants, buying food outside as well as from consignors to the exchange. The New York City exchanges, although partially self-supporting, have large expenses to meet, and the managers depend upon subscriptions and donations to meet deficits.

Each exchange is controlled by a board of managers, with president, vice-president secretary and treasurer, and as many more officers as necessity dictates. The board of managers is divided into executive and standing committees, subdivided into committees assigned to the charge of various departments, among which may be mentioned the membership committee, having charge of all names proposed for membership, and the records of members of the association, etc.; the auditing committee, whose duty it is to examine the books, accounts and vouchers of the treasurer, and to make annual reports; the advertising committee, which has charge of all printing of reports, etc.; the house committee, entrusted with all questions referring to rent, repairs, supplies, etc.; approval committee, divided into subcommittees on needlework, art, domestic articles, etc., to inspect the quality of articles consigned and to decide if they are salable.

The exchanges forming a part of the Young Women's Christian Associations are the only ones *requiring* no fee or tickets

from a member or manager, and in them, by payment of one dollar per year, the percentage deducted for selling is reduced to seven per cent. Each consignor's need is, however, investigated before sales are allowed. The fees required by the other exchanges range from two dollars for the privilege of putting one woman's work on sale for one year, to five dollars for the work of three women.

A commission of ten per cent. is charged on sales made by all exchanges; in the case of the West End Exchange, however, the charge is increased to fifteen per cent. when sales exceed ten dollars, and reduced to seven per cent. to members of the Young Women's Christian Association on payment of yearly fee, as mentioned above.

All handwork when submitted to the exchanges must have the mail or express charges prepaid, and may come from any part of the world. Many consignors send from South America, Canada, Mexico and foreign countries, even including Armenia; the Young Women's Christian Association exchanges, however, receive consignments

only from women residing within thirty miles of the city. Each exchange has its own special rules governing the submitting of work, but in every case the owner must place her own price on the articles submitted, and adhere strictly to the printed rules of the association. When articles are not accepted for sale, the reasons are explicitly stated and helpful suggestions made by the committee in charge, which enable the intending consignor to make her work more worthy of acceptance. When an article is accepted by the committee, however, the sale is in no way guaranteed. The work is sold at the price named by the consignor, if within reason, and payment made at certain stated times. The time of entry of different articles, and the time of their retention, if unsold, is according to the regulations of the several Associations.

The expenses of running an exchange are large, the greatest item in each case, of course, being for salaries and rent. The employees of the exchanges are all gentlewomen who are actually in need of employ-

ment. In addition to salaries, there are the general expenses of any retail business house, and include insurance, fuel, gas, postage, stationery, repairs, delivery, packing-boxes, etc.

The exchanges offer good opportunities for those who have little money to spare in helping others, but have their mite to contribute in some worthy way. The payment of five or six dollars a year will secure from one to three tickets, which can be given to some needy woman, who cannot otherwise avail herself of the privileges of the exchange, since even the small yearly fee required from consignors means a vast amount to the woman who has to earn it, ten cents in her pocket being as ten dollars in the purse of her more fortunate neighbour.

A FEW INTERESTING FIGURES

The magnitude of the work done by exchanges, and the proportionate help given to the consignors of goods, is astonishing.

The New York Exchange for Woman's

Work reports that the sale of consigned articles amounted during the past year to $55,591.99, which, less the ten per cent. commission charged, means that $49,990.39 was paid out to needy women in return for their labour on wares consigned. Of the total sales mentioned above, $25,008.27 is the amount received for miscellaneous articles, needle, brush and pen work, etc.; $15,166.03 represents the sale of bread, cake, etc.; $1,865.91, jellies and preserves; and $13,551.78 is the return from special orders of all kinds.

It is also interesting to note that since the exchange was started by Mrs. Choate, in 1878, there has been paid out to consignors the sum of $979,983.16, which means the saving from starvation of many gently bred women who were unfitted for business life. It means also the preserving of self-respect in many a family, and the rescue from suicide of many a woman who has been driven nearly insane by the torture of having no money to meet the steady demand of a dependent family.

The Madison Avenue Depository and

Exchange for Women's Work, incorporated in 1887, pays out a proportionately large amount to consignors, and the West End Exchange and Industrial Union, incorporated in 1896, has in its five years gained an enviable reputation for selling good work and paying yearly consignors sums in advance of the amounts paid by other exchanges after such a brief existence. The Harlem Exchange is the least of the four of New York, but does the same good work. This exchange closes, however, in summer, while the rest are open all the year round.

A WORD ABOUT PRICES

Only a general idea can be given of the different articles for sale and the prices charged for them, and the table on page 242 is not offered as a price-list. In the "domestic" departments are sold edibles only, and such articles as bread, cakes, pies, candy, etc., must be strictly fresh, and unsold articles are usually returned to the consignor. It takes but a very short time, however, for a domestic consignor to esti-

mate exactly the quantity of her wares that will be disposed of, and one becomes so expert at judging that there are seldom any returns.

To give a summary of prices paid for useful and fancy articles is almost impossible, as they comprise nearly everything known to the hand of woman, for all purposes, ranging from wash-cloths and valentines at ten cents each to decorated screens and china fish sets at one hundred dollars.

The women's exchanges also do a good business in wearing apparel, principally for infants, from babies' bands at thirty cents to hand-made dresses at twenty dollars each.

A considerable demand is reported for invalid food, which can be prepared to order. The prices for this work cannot be quoted, as they vary greatly. The general value of other articles in the "domestic" department, however, can be gathered from the following list, compiled from the price-lists of the several New York exchanges described herewith.

Preserves, brandied and canned fruit, from..	$ .45	to	$1.00 per pint.
Jellies, from	.18	to	.50 per tumbler.
or from	2.16	to	3.50 per dozen tumblers.
Home-made wines, from	.10	to	1.25 per bottle.
Pickles and table sauces, from	.25	to	1.00 per pint.
Large cakes, from	.25	to	1.40 each
Small cakes and cookies, from	.12	to	.60 per dozen.
Pies, etc., from	.25	to	1.00 each.
Tarts, etc., from	.06	to	.15 each.
Puddings and desserts, from	.15	up.	
Sandwiches, from	.40	to	1.50 per dozen.
Various luncheon and tea dishes from	.05	each for fishballs; to $6.00 and up for boned turkey.	
Broths and beverages, from	.45	to	$2.00 per quart.
Bread, from	.05	to	.15 per loaf.
Rolls, etc., from	.08	to	.35 per dozen.
Candy, etc., from	.01	to	1.00 per pound.

THE PERSONAL SIDE OF THE EXCHANGES

The New York Exchange for Woman's Work, at present occupying a house on the northwest corner of Forty-third Street and Madison Avenue, has found many ways of adding to the usefulness of its original plan. The wares are arranged very attractively in the large rooms, and each department is under the efficient management of ladies who are paid regular salaries and keep regular hours.

The usefulness of the exchange is furthered by the addition of a lunch and tea room, through which many of the consigned edibles are sold. Orders are received for the making of children's clothing and any article which can be made by the hand of woman. The information and employment bureau can guide you to any desired work or workers, and takes care to put the right person in the right place, whether gentlewoman or maid. Church affairs and festivals are furnished with sandwiches and cakes. Special attention is devoted to the sale

of real estate. A department for the sale of old furniture, laces, etc., has been established. A specialty of clever German favours is made. Lunches are put up for travelers. In the order department a customer may leave an order for anything desired and it will be accomplished; among the past orders may be mentioned the revising of visiting-lists, indelible-ink marking, the mending of gentlemen's underwear, typewriting or longhand writing, work for charitable societies, and the furnishing of apartments.

A committee on suggestions meets weekly, and its purpose is to give advice and encouragement to the consignor whose work is not acceptable, and if possible to turn her talents into the right channel. In this connection it has been thought best to specialize work, advising one woman to devote her time entirely to *one* article, which, when known to the buying public, may create steady employment. One consignor to this exchange is in this manner becoming famous for her *ink*.

The Madison Avenue Depository and

Exchange for Woman's Work, at the corner of Fifty-ninth Street and Madison Avenue, is purely an exchange, and has no lunch-room nor employment bureau, but devotes much attention to the needlework orders and the housekeeping department. Buttonholes by the dozen are made for three to five cents each, collarless shirts are repaired for twenty-five cents, and the darning of stockings is done by the hour. Sewing on children's clothes is charged for at the rate of a dollar and a half per day, and children's clothing of all sorts is hand or machine-made to order at very reasonable rates. This exchange, as well as the others, makes a specialty of "summer sales" at seaside and mountain resorts under the patronage of the managers, and in this way disposes of a vast number of articles that would otherwise remain unsold during the dull summer months. The managers have found it necessary to make money by some outside means in addition to donations, and have issued a very attractive and successful calendar, the proceeds of the sale going into the funds

of the exchange. The employees, as in the other exchanges, are gentlewomen who must earn their own living.

The West End Exchange, at Seventy-fourth Street and Amsterdam Avenue, reports for its fifth year sales amounting to over $10,000, exclusive of the thriving employment department, which has brought in an additional $1,000. This exchange is helped frequently by entertainments, and by the sale of donated articles, notably tea and handkerchiefs. Last spring a "rummage" sale held in the poorer West Side district netted the exchange a good sum. Every member and friend was asked for a donation of old clothing, furniture, etc., and a low price fixed to enable the poor people to buy bargains. This is the only New York organization that makes a practice of entering consignors for less than a year.

The exchanges connected with the Young Women's Christian Association are governed by much the same rules as the others, except that they handle no edibles, the consignors must live within

thirty miles of the city, and any one actually in need, no matter what her position in life, is allowed to consign if the work passes examination. Orders are taken for all sorts of fancy and plain sewing, a specialty being children's clothing, which is made on the premises. The employment and information bureau are not part of the exchange department, but a part of the great whole itself.

There are also several private exchanges which act simply as agents for the sale of fancy work, and charge a commission of twenty-five per cent. for so doing, requiring no yearly fee for entrance. These concerns, of course, aim to be self-supporting and money-making for the proprietor, and are not describable with the great "self-helping charities."

TAKING THE HELPING HAND

Many flourishing and remunerative little businesses have sprung up from the seed of advice sown by the ladies in charge of the exchanges, who have suggested many methods of money-making to despondent

consignors and applicants. Among a large number of these a few interesting ones may be mentioned:

There is in Orange, New Jersey, a flourishing mushroom farm, conducted by a Miss Torrey, who applied to the exchange for suggestions. She furnishes mushrooms to and through the exchange and also to private customers; she has given lessons in the growing of mushrooms, has written a book about them, and is an expert on the subject.

Another New Jersey woman, Miss Jett, of Morristown, makes it her life-work and pleasure to care for pet dogs and cats when the owners are abroad.

Several women in the Adirondacks are, by suggestion, supporting themselves by gathering the "real" pine needles for pillows and sending to the exchanges. Others have started establishments to weave rugs; and one young woman has gained an enviable reputation for the blending of beautiful colours in her weaving. Two bedridden women are supporting themselves by making little "useful

bags" and "peppermint stick" sachets, having orders for large quantities, often amounting to fifty or sixty dollars at one time.

With such opportunities for the woman who seeks a way to dispose of her handiwork, or the discovery of talents which she is only dimly conscious she possesses, every woman who has to provide for herself or others should be strong of heart until her proper niche in the working world is found.

K. N. B.